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The National Wool Grower

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From left to right: "Seely," "Parowan's Best," "Mussolini," "Edward VIII."

Yearling Stud Rams for the National Ram Sale

For the approval of our friends and customers this year we will only have 14 head of Rams at the National Sale.

They have plump snappy eyes, good mouths, heads and horns, strong backs, plenty of bone, long staple quality wool.

All Registered Yearlings in good flesh and condition but not highly fitted.

Wilford Day -- Parowan, Utah

MT. PLEASANT RAMBOUILLET FARM



"LUCKY"

FOUR STUD RAMS
PEN OF 5 REGISTERED RAMS
PEN OF 25 RAMS

Our Improved RAMBOUILLETS

M
A
D
S
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P
E



"BIG BOY"

} All Outstanding
} Consigned to the National Ram Sale

WILL ALWAYS INCREASE YOUR FLOCK AND PROFIT

Our rams and ewes are outstanding. They are large, smooth, blocky and have a fine long staple fleece—the kind we are all striving for. Stud Rams, Range Rams and Ewes, Single or Car Lots. Prices that will suit the purchaser.

MT. PLEASANT, UTAH

JOHN K. MADSEN

PHONE 174

Mount Haggin Hampshires

RANGE RAISED RAMS IN LOTS OR CARLOADS



"Reserve Champion and Champion Ram"

Chicago International and Pacific International—1936

MOUNT HAGGIN LAND and LIVESTOCK COMPANY

ANACONDA, MONTANA

TOM DRUMMOND, *Shepherd*

H. C. GARDINER, *President*

Suffolkdale Meadows

ILDERTON, ONTARIO, CANADA

SEE MY
SUFFOLK RAMS
AT THE
NATIONAL RAM
SALE

Many of them outstanding
individuals of right type
and quality.



ONE OF MY STUD ENTRIES IN THE NATIONAL RAM SALE

TOM L. PATRICK

Waldo Hills Stock Farm SUFFOLKS

TYPE — QUALITY — SIZE

My Rams sold
at the
NATIONAL
RAM SALES
have always
given
satisfaction



F. T. FOX 1919

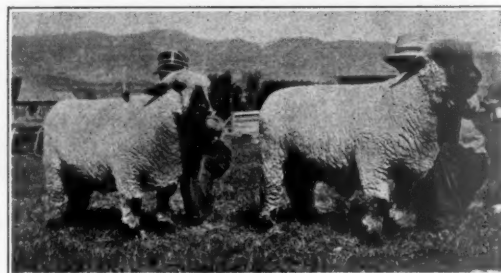
Sold for \$600.00 at 1936 National Ram Sale

My consignment to the National Ram Sale this year consists of four single studs, one pen of five, one pen of ten and one pen of fifteen range rams.

FLOYD T. FOX

Silverton, Ore.

HAMPSHIRE



Our top yearling and ram lamb for 1936. These two rams were among the three placed first in their classes at the 1936 Utah State Fair and the Ogden Live Stock Show this year.

We ask critical examination of our yearling stud ram entered in the National Ram Sale. This sheep was placed first in several state fairs last year. At the 1936 National Ram Sale, we sold one stud ram at \$225 and another at \$205. We think this sheep is the equal of anything entered in last year's sale.

Matthews Bros.

OVID, IDAHO

OXFORD SHEEP

"Truly the World's Best"



All American Oxford Ram—1936

Offering a Few
Rams at
Salt Lake Sale

You will like
them. They are
husky, vigorous
— carry lots of
choice meat and
wool.

Lambs Are Quality Feeders and Mature Quickly

*"Oxfords are popular because they
are profitable"*

AMERICAN OXFORD DOWN RECORD ASSOCIATION

CLAYTON, INDIANA

C. P. KIZER, Harrisburg, Ore., Association Representative
at Salt Lake Sale.

SHELTER VALLEY COLUMBIAS



Our Consignment to the National Ram Sale

The Columbia breed is the most recent production of American flockmasters. The Government flock from which our stock was obtained was established by the crossing of an exceptional Lincoln ram upon high-class Rambouillet ewes. In the Government flock and at Shelter Valley it has been the continuous policy to select only the superior ewe lambs each year and to mate them with the best individual rams from the latest cross available. There has been no inbreeding but a desirable type of line breeding has been followed which gives this breed the remarkable prepotency that is the basis of its great popularity.

Columbias are truly open faced, an essential feature in all range flocks. They have big bone and make heavy weights as lambs. The ewes are heavy milkers and lamb easily. Columbias are very heavy shearers of light-shrinking wool.

See the representatives of our flock at the National
Ram Sale and be convinced.

ERNEST WHITE, Kalispell, Montana

WILLIAMS AND PAULY

Breeders of

Registered and Purebred Rambouillet Sheep

Also

LINCOLN-RAMBOUILLET CROSS-BREDS

RANGE RAMS
OUR SPECIALTY

YOUR INSPECTION
SOLICITED

DEER LODGE, MONTANA

SUFFOLKS



128 of My Ram Lambs as they came from the range, July 29. Age, 4½ months. Average weight, 95 pounds. Also in picture, Marie and J. Gardner Barclay.

In the National Ram Sale, I will have:

3 pens of ten range ram lambs

1 pen of ten range yearling rams

Also, 150 Ram Lambs for Sale at Home Ranch

Michael Barclay

BLACKFOOT, IDAHO

NATIONAL RAM SALE

August 24-25

UNION STOCK YARDS

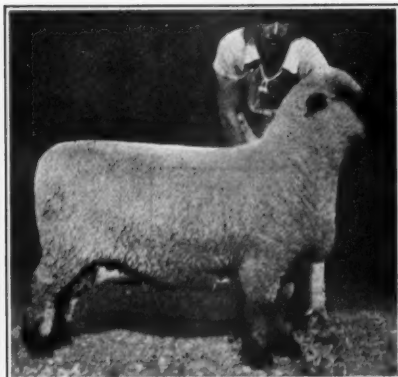
Salt Lake City

E. H. Street & Son

Richfield, Utah

It will pay you to see the 7 rams we are entering in the National Ram Sale. These will be sold as 2 single stud yearlings and a pen of five registered yearlings.

All of these rams were shorn closely with machines at the middle of March. All but one of them are sired by University of Idaho 100499, which also sired the Grand Champion Lamb at the First Intermountain Junior Fat Stock Show this year.



Street-116383. Our outstanding yearling offering is an April, 1936, lamb and now weighs 250 pounds. Sired by U. of I. 100499 and out of ewe sired by the Mt. Haggin ram that topped the 1932 National Ram Sale.

Romeldale Rams

ROMELDALE RAMS bred to Rambouillet or Merino Ewes produce a blend of long staple, high grade, light shrinking wool, and an improved ewe for wool and lamb production. The right kind of ewe lambs for breeding purposes have made better returns to the grower in feeder lamb areas than black faced lambs.

A. T. Spencer & Sons

Gerber, Tehama County, California

CORRIEDALE INC.

Breeders of Corriedale sheep exclusively since 1918

HERBERT T. BLOOD, Pres.

280 S. Santa Fe Dr. Denver, Colo.



Some of the January and February ram lambs in the pen entered in the National Ram Sale

Our entries in the National Ram Sale:
Only 1 Single Stud Hampshire Ram, sired by grandson of Commander.
1 pen of 5 Registered Hampshire Rams.
1 pen of 10 Hampshire Ram Lambs.
1 pen of 5 Lincoln-Rambouillet Cross-breds.

R. W. Hogg & Sons

Salem, Oregon
Rte. 3, Box 472

Candland Rambouillets

Are Smooth-bodied, Large-Boned and Shear a Heavy Fleece of Long Fine Wool.

We Guarantee Quality and Prices Will Suit You



W. D. Candland & Sons

Mt. Pleasant, Utah

EDITORIAL COMMENT

on Sheep and Wool Affairs

The National Ram Sale has now reached its 22nd renewal. It will be held on August 24-25, at the Union Stock Yards at North Salt Lake.

The flockmasters whose offerings make this sale set a remarkable record in maintaining quality in their rams during the most difficult conditions of the depression years.

What deterioration there was as a result of financial inability to obtain sires suitable to continue improvement will have completely disappeared in this year's consignments.

Twenty-two years is a long period in the life of an industry founded upon a thing so changeable as animal form. It is a longer period in the lives of men who devote their lives to improving inheritance of rams and adaptation of sheep to changing conditions of production and of commercial demands. Today there are fewer rams that seem to be outstanding and bring unusual prices because there are many more really good rams than in the earlier sales. The standards have been raised and those who bring their rams now are more critical in their selections.

Each renewal of the National Ram Sale is a milestone in America's sheep industry.

As this page is written, on August 3, it seems that the Congress will adjourn within the fortnight. It still appears that this session will produce nothing new in the way of legislation on agricultural marketing or production control. The bill for revision of administration of customs with its protested features pertaining to carpet wools has not been reported and there are no apparent signs of action by the Senate on the Argentine Sanitary Convention.

The Senate bill for labeling of fabrics may go upon the calendar and the House Committee has made good progress in consideration of the measure. No material revision of tax laws is to be expected, not even relief of agriculture or small debt-ridden corporations from the payment of heavy rates upon undivided profits which go for payment of debts. There may be some action under the name of reorganization of government departments but the main case will go over, including the authorizing of transfer of the U. S. Forest Service to the proposed Department of Conservation and transfer of administration of the Packers and Stockyards Act from Agriculture to the Federal Trade Commission.

Senator Adams has announced hearings in connection with the Senate investigation of wool marketing to be started soon after adjournment.

Rejection of the President's plan to pack the Supreme Court was an epochal step in the history of American politics. It marks the termination of personal domination over legislation and should give assurance of greater stability in business, though it need not be expected that the 75th Congress will be reactionary in its next session. And, of course, it is impossible to foretell the complexion of the Congress that will be elected next year.

It is at least a long time since reports showed such uniformly good conditions in all sections of the range country. There are some dry places, but they are not extensive and by no means in such serious shape as has been quite general for several years. One wet summer does not guarantee a change of climate but it does break a drought and justify the belief that rainfall in the former five years was often abnormally low: we have not entered a permanent drier era.

Farming areas also are generally in good shape and at least an old-time corn crop is assured. Cornbelt feeders are starting to come to markets for steers and lambs and will need more feeder stock than before hog production was lowered.

Seldom has there been such a large percentage of the range lamb crop to go to the market in high condition as will be the case during the balance of this shipping season.

This means reduced numbers of feeding lambs available. With cheap feed and a probable higher price level, feedlot operators seem to have a good outlook, and those who hold contracts to buy lambs at early summer prices are in strong position.

If some form of effort or campaign is needed to ensure movement of the crop at prices more satisfactory to growers, the present season seems to be a favorable one for starting such a program. The assured plentiful supply of well-fattened milk lambs should make a good impression upon new customers who can be induced to give a trial order for lamb, which is now the cheapest meat available, and a modest sheepman might also add remarks on the attractiveness and economy of lamb in the family diet.

The August 9 conference at Chicago between representatives of the packer and lamb-raising industries may result in something of substantial value to both interests along the lines of merchandising lamb and increasing its use in areas where it is now not appreciated. A wider outlet should give a greater stability to the markets and help to eliminate much of the price fluctuation in live and dressed markets that has been so disastrous this summer.

Feed

Lamb

Demand

At

Washington

Conference on

LAMB MARKETING

A CONFERENCE of greatest importance to the sheep industry was held at Denver, Colorado, on July 24, participated in by a committee representing the National Wool Growers Association and a corresponding committee appearing as representatives of the Institute of American Meat Packers. The main result was an agreement to meet again at Chicago on August 9 for consideration of plans and methods of promoting lamb consumption in cities and areas of the United States where lamb is not extensively used. The packers' committee, through its economist, Mr. George Lewis, presented a most interesting statistical study of the rate of lamb consumption in the 44 larger cities of the United States and in nine geographical regions.

The following topics were presented by the growers as suggestions for bases of discussion:

1. Advisability of a Summer Lamb Sales Campaign
2. Plan and Method of Sales Campaign
3. Control of Daily Price Fluctuations at Lamb Markets
4. Prices on Over-filled Lambs
5. Packers' Failure Adequately to Recognize Quality in Setting Lamb Prices
6. Discussion of Remedies for Lamb-Price Declines, such as in June 1937. Live lamb prices were lowered by \$1.90 and the dressed prices were steady throughout the period of the decline in the live market.

Only the last was seriously taken up.

A similar meeting was held at Chicago on February 24, at which time the National Wool Growers Association was represented by President Rich, J. B. Wilson of Wyoming, and Secretary Marshall. This conference was originally proposed by representatives of the packers for the purpose of discussing the form of amendments to the Packers and Stockyards Act which were to be proposed for enactment by Congress. About twenty representatives of various packing concerns attended the February conference. Among them were: Messrs. Cudahy;

Edward Wilson; Frank Benson, Vice President of Armour and Company; Walter Netsch, of Armours; Paul Smith of Swift and Company; Wm. Whitfield Woods and Frank Hunter, President and Chairman, respectively, of the Institute of American Meat Packers.

After disposing, as far as possible, of matters of proposed legislation affecting packers, discussion centered chiefly upon the unsatisfactory condition of the lamb market. The grower-representatives criticized the low prices at which carcasses were being sold by wholesale at that time and during December and January. The packer-spokesmen, in reply, stated that during the season of 1936 there was an inexplicable and unusual consumer resistance to the purchase of lamb. There were numerous statements as to heavy packer losses in lamb operations and much emphasis was placed upon the larger supply of lamb being marketed during the last five years.

At a later conference, on March 19, it was agreed that the Institute of American Meat Packers should make a statistical study of the rate of lamb consumption in different regions and cities. This was intended to form the basis for a joint campaign at a later

time for the promotion of lamb consumption.

President Rich presided at the Denver conference on July 24. While negotiations for the meeting were under way, the President of the Institute of American Meat Packers submitted to the National Wool Growers Association a list of names of growers and urged that such men be invited to attend as members of the sheepmen's committee. The growers' committee, as selected by the officials of the National Association, was composed of the following men, in addition to President Rich and Secretary Marshall: G. N. Winder and M. A. Smith of Colorado, Senator John Thomas and D. Sid Smith of Idaho, S. M. Jorgensen of Utah, T. J. Drumbheller and A. E. Lawson of Washington, and J. B. Wilson of Wyoming.

The packers were represented by President Wm. Whitfield Woods and George Lewis of the Institute of American Meat Packers; Paul C. Smith and F. M. Simpson of Swift and Company; E. N. Wentworth, Walter Netsch and Mr. Harrison of Armour and Company; Gerald B. Thorne of Wilson and Company; R. G. Clark and Wm. Die-sing of Cudahy Company; Mr. Kahn of the Kahn Packing Company of Cincinnati; and D. W. Allerdice of Kingan and Company of Indianapolis. There was no representation from the following packing firms who handle considerable numbers of lambs: Hormel of Minnesota, Rath of Waterloo, Iowa, and Morrell of Ottumwa, Iowa.

The Denver conference lasted almost continuously from 11:30 a. m. to 7 p. m. Most of the time was occupied by President Woods and other packer spokesmen in criticism of the attitude and statements of Secretary Marshall as shown by articles printed in the April and July issues of the National Wool Grower and by recent speeches before the Utah and Colorado conventions.

SHEEPMEN'S CALENDAR

SALES

Oregon Ram Sale, Pendleton — August 20
National Ram Sale, Salt Lake City—August 24-25

SHOWS

Canadian Pacific Exhibition, Vancouver, Canada—August 30-September 6
Pacific International, Portland—October 2-9
Pan American, Dallas, Texas—October 4-10
Ak Sar Ben, Omaha—October 9-15
American Royal, Kansas City—October 16-23
International, Chicago—November 27-December 4

Mr. Kahn of the Kahn Packing Company at Cincinnati, which handles about 5000 lambs a week, spoke in highly eulogistic terms regarding the fair treatment accorded by the larger packing firms to smaller concerns and asserted that there was vigorous and fair competition both in buying lambs and in selling the dressed product. Spokesmen for each of the packing firms represented at the conference claimed that June operations with lambs were conducted at a loss for the month. It was stated that in the earlier part of June lamb prices were too high and that heavy losses were experienced, which were only offset in part during the period of lower lamb prices that prevailed the latter part of June.

The growers' discussion and request for information were based largely on the material printed in the July Wool Grower, particularly that of Table I, in which it was shown that live lamb prices declined \$1.90 during the month of June while the government reports showed that prices for dressed lamb at New York remained steady throughout the month. In attempting to get a clear view of actual conditions during the month of June, President Rich read the following statement from the Meat and Livestock Digest issue for July, which is published by the Institute of American Meat Packers:

With a slightly smaller supply of dressed lamb during June than during the previous month and an improved demand, wholesale prices of dressed lamb moved higher throughout the month.

Messrs. Paul Smith and Walter Netsch, speaking respectively for Swift and Armour companies as well as for other packers, explained that at times it was necessary to handle lambs at a loss because of the fact that killing crews have to be paid for 32 hours per week regardless of the volume slaughtered and because of further fixed charges which also accrue regardless of the extent of lamb slaughter.

On the point of common assertion made by packers that live lamb prices are fixed by consumer demand, there seemed to be considerable uncertainty and confusion. That idea was not

PACKER LAMB SLAUGHTER

In the discussion of lamb market conditions under the title, "Recent Lamb Prices," in the July Wool Grower (page 4), the statement was made that four packers handle 85 per cent of all lambs slaughtered. This should have read "85 per cent of all lambs slaughtered under federal inspection."

While the qualifying word "federal" is not carried throughout the article, it appears with the figures set up in the tables, and it was assumed that such qualification would be tacitly understood in the references to lamb slaughter within the article. This apparently was not the case and we, therefore, wish to state that the mistake was an inadvertent rather than an intentional one.

expressed so clearly or strongly as it has been on many former occasions. On the other hand, it was brought out that in buying live lambs packers have to price them in accordance with their judgment as to what the dressed product will sell for ten days or two weeks later. Mr. Netsch explained at length that, considering the time required for shipping lambs from Denver to Chicago, processing and chilling at the plants there, reshipping to eastern branch houses, ten days is the minimum time in which the money can be recovered from lambs purchased at Denver.

After exhaustive discussion, it was suggested by growers that proper explanation of the June drop in live lamb prices could be stated in this way: "That the drop in live lamb prices was necessary in order to permit packers to recoup the losses sustained through lamb operations in the earlier part of June." This statement was rejected for the packers by the President of the Institute, but no other or more definite explanation of the June drop in live lamb prices in the face of steady dressed prices was offered.

At the conclusion of this lengthy discussion, it was plain that the growers were still very uncertain as to the real cause of the June drop, but it seemed futile to carry the discussion further at that time.

The closing hours of the conference, which was necessarily ended by the desire of the packer representatives to return to Chicago, was occupied with presentation and discussion of a statistical study of lamb consumption in nine geographical regions of the United States and 44 cities which have over 200,000 population. This study represented a very elaborate examination of packer records by Professor Lewis, and it was requested that the details should not be published until further checking had been done. It can now be said, however, that the report is quite illuminating in showing the proportion of the lamb production that is consumed in various regions and cities, particularly in respect to the low rate of consumption in South Atlantic, West North Central, East South Central and Middle States. As has been known for some time, the Middle Atlantic States are the chief consumers of lamb, followed by the Pacific and Northeast States. This report will have been put into final form for the further conference on August 9. Packers agreed at that time to submit suggestions as to methods to be employed in raising the rate of lamb consumption in the present low-consuming states.

At the Colorado convention, there was considerable discussion and enthusiasm over a September lamb sales campaign, similar to that conducted last January and February in cooperation with the National Association of Food Chains and other agencies. While no agreement was reached at Denver, it seemed to be the opinion that possibly another nation-wide sales campaign should be conducted this fall and also that some longer continued efforts might be made in test cities with a view to bringing about a permanent increase in lamb consumption. It was agreed that any such effort must depend largely on the retailers and it is probable that at the Chicago conference, the retailer agencies will be contacted and asked to assist in developing such plans as may be considered likely to be productive in future efforts to increase lamb consumption.

The Livingston Case

THE CASE of J. F. Livingston versus the Division of Grazing was again up for hearing at Salt Lake City during the week of July 26.

Since the creation of Colorado District No. 6 under the Taylor Act, this case has been on appeal and has not yet reached the courts though it should now do so. Livingston's application for a grazing license has been regularly rejected by the district advisory board. On September 11, 1936, Director Carpenter sustained the board's action on the application for a license for 1936-37, mainly on grounds of lack of priority. Appeal was taken to Secretary Ickes and verbally argued by Senior and Senior, attorneys of Salt Lake City, on behalf of Livingston. The Secretary's final decision of March 29 reversed Mr. Carpenter and found Livingston entitled to a license for the major part of the sheep covered in his application for 1936-37. This was just before the close of that grazing season.

Early in April the Secretary promulgated a two-year priority rule for District 6 for the season 1937-38. Under this rule the Livingston application for a license for that period was rejected by the advisory board and the recent hearing was on appeal from that action.

The Secretary's decision of March 29 having recognized that Livingston's owned and leased lands are adequately dependent and commensurate, Senior and Senior directed their attack upon the validity of the two-year priority rule. On this point the record of examination of the government witnesses seems to have laid a very strong foundation for further appeals and finally to the U. S. Supreme Court. If the Secretary sustains the action of the board as taken under the two-year priority rule, it is expected that the case will then go directly to the courts. Court review should furnish a final interpretation of section 3 of the Taylor law in so far as it is believed to recognize priority of use as a requisite for obtaining Taylor grazing licenses.

Secretary's Commission Rates at Kansas City Upheld in District Court

SHIPPERS to the Kansas City market since July, 1933, are entitled to a refund of nearly \$500,000 under a decision by the United States District Court, according to recent announcement.

The court upheld the Secretary of Agriculture in reducing by about 12 per cent rates charged by livestock commission firms operating in the Kansas City yards.

The \$500,000 represents the difference between the old rates charged and the lower rates ordered by the Secretary. The money was impounded by the court after commission firms obtained a restraining order which has been in effect for four years.

Oregon State Lands

OREGON recently has had somewhat of a commotion over the leasing of state grazing lands. Senator R. N. Stanfield obtained a lease on large areas in Harney and Malheur counties. Some of this land was later leased to other parties and complaint was made that the state was not receiving full proceeds from some of its lands. After extended negotiations, a stockmen's committee of nine men was appointed to advise the State Land Board on matters pertaining to leases and exchange of state grazing lands in connection with the operation of the Taylor grazing districts. The following recommendations were made by this advisory board on July 8:

That the amount of school land blocked around any ranch holding conform to the size of the setup.

That selections be made so as not to interfere with the rights of other applicants.

That the Division of Grazing be permitted to review and recommend to the committee all such applications before exchange is approved.

That preference in leasing this land be given at all times to the party owning dependent commensurate property.

That the lease be given for 10 years, with the rental price during the first term of lease in districts 2 and 5 at 5 cents an

acre.

That the rental in districts 1, 4 and 6 be fixed at 3 cents an acre.

That the lease be given with option of renewal with the rental price to be adjudged on the basis of improved carrying capacity and relation of the market price on livestock and livestock products in the year 1937 as compared with the year 1947.

That the next legislature be asked to pass a law authorizing the State Land Board to sell the leased land to state land lessees in areas equal to and not greater than their leases.

That sales be made for cash or on contracts written and made for a period of 40 years or less on an amortization plan.

That lands shall remain property of the state until final payment is made, and exempt from taxes.

That interest charges on deferred payments shall not be in excess of the rate of earnings of the entire irreducible school fund.

That the applicant make proper use of the land with periodical inspections by State Land Board.

That leases be canceled when lands are not used properly.

That in case of cancellation of lease the lessee shall have the right to remove or sell such improvements as he has made upon the land.

That 10 per cent of one year's rental accompany the application for exchange and that the terms of rental payments be 50 per cent of the rental when the leases are consummated and 50 per cent six months later.

That future payments be made semi-annually until expiration of full tenure of lease.

Corriedale Sale in Ohio

ONE hundred thirteen head of Corriedales were sold at the Walker and White fourth annual sale at Gambier, Ohio, on August 3. The top on the 23 yearling rams sold was \$130 and the average, \$67.50. Twenty ram lambs made an average of \$25 and the 70 yearling ewes sold at an average price of \$35, the top being \$50.

The offerings in the sale were from the flocks of J. F. and H. H. Walker of Gambier, Ohio, and Ernest White of Kalispell, Montana. Demand for Corriedales in the East is rapidly increasing, according to Mr. J. F. Walker, who reports that those purchased in the Walker and White sale went to New York, Pennsylvania, Virginia, West Virginia, Illinois, Ohio and Michigan.

More About the Lamb Markets

IN THE article about lamb prices which appeared in the July Wool Grower, I intimated that I was inclined to drop the question unless there was active interest on the part of members of the National Wool Growers Association. The interest of lamb producers in the question and the approval of my arguments and presentation of facts have amply been shown by letters coming to me in recent weeks. Similar interest and approval have also been shown and expressed by all the members of the lamb marketing committee appointed by President Rich to represent the association in the conference with packers which was held at Denver on July 24.

A report of that conference is printed on page 8 of this issue and contains a summary of statements made by the packers and their explanation of the June drop in live lamb prices which took place while government reports showed the dressed lamb trade at New York to be on a fully steady basis.

New York City alone is reported as having consumed 224 million pounds of mutton and lamb in 1936. This is 26.5 per cent of the estimated total mutton and lamb marketings for last year.

The course of live prices at Denver and of dressed prices at New York during July is shown below in the same style in which the June record was presented last month. On June 29 the government reported a price of \$20@22 at New York for spring lamb carcasses of the "good" grade. By July 16 this was down to \$17.50@18.50, but started to rise on July 22 and on July 28 had reached \$22@23.

Table I
July, 1937, Prices for Spring Lambs

Date	DENVER INDIVIDUAL SALES				Denver Top Spring Lamb	New York Western Dressed Spring Lamb 38# Down—Good
	Name	No.	Wgt.	Price		
July 6	B. G. & J. P. Lane, Idaho	756	85	\$11.10	\$11.25	\$20.00-21.00
	F. Larrusea, Idaho	1,001	88.8	11.10		
	Stewart & Baker, Idaho	133	83.6	11.00		
	Dewey, Idaho	534	82.5	10.75		
July 7	Palmer, Oregon	794	76	11.00	11.50	20.00-21.00
	Weld & Isaacs, Oregon	415	82	11.00		
	Eiguren, Idaho	772	81	10.60		
July 8	Mt. Home, Idaho	1,881	82	11.25	11.65	19.50-20.50
	Cruickshank, Idaho	1,010	83	11.25		
July 9	Andrus, Idaho	259	88	11.00	11.35	19.00-20.00
	Gooding & Son, Idaho	752	81	10.50		
	Clark, Idaho	268	78	10.25		
July 10	Condie, Idaho	230	82	10.50	10.50	
	Farmer, Idaho	1,482	85	10.50		
July 12	Warreke, Idaho	250	82	10.00	10.10	19.50-20.50
	Salone, Idaho	1,013	84	9.75		
July 13	Gooding & Smith, Idaho	1,712	83	9.75	10.00	19.50-20.50
	T. C. Bacon, Idaho	748	82	9.75		
	Darrah, Idaho	1,368	82	9.50		
July 14	Noh, Idaho	1,261	86	9.75	10.00	19.00-20.00
	Lincoln, Idaho	1,003	83	9.75		
July 15	Collis, Idaho	709	83	9.65	9.85	18.00-19.00
	Winschell, Idaho	546	83	9.65		
	Garro, Idaho	469	83	9.40		
July 16	Lake Sheep Co., Idaho	1,638	87	9.75	10.00	17.50-18.50
	Oyarzabal, Idaho	1,251	84	9.65		
July 17	B. Gardner, Idaho	495	87	9.75	9.75	
	Colthorp, Idaho	722	84	9.65		
	Machacek, Idaho	414	82	9.50		
July 19	Mendiola, Idaho	274	91	9.60	10.00	17.50-18.50
	A. Little, Idaho	1,325	81	9.50		
July 20	Gueerry, Idaho	1,455	93	9.75	10.00	17.50-18.50
	Spring Valley L. S., Idaho	973	87	9.75		
July 21	Highland L. & L. S., Idaho	514	89	10.25	10.50	17.50-18.50
	Idaho L. S. Co., Mont.	561	81	10.25		
July 22	Buchanan & Gilbreath, Colo.	243	85	10.85	10.85	18.00-19.00
	Newmyer & Oliver, Colo.	243	86	10.85		
	Mt. Home, Idaho	1,277	84	10.50		
	Leichliter, Idaho	251	81	10.25		
July 23	B. G. & J. P. Lane, Idaho	517	84	10.50	10.85	20.50-21.50
	Lincoln & others, Idaho	708	84	10.50		
	Lemon & Ruby	286	82	10.25		
July 24	DeLong, Idaho	721	79	10.15	10.85	
	Crosland, Idaho	260	83	10.00		
	Mendason, Ore.	787	84	9.85		
July 26	Selters, Colo.	250	93	11.00	11.00	21.00-22.00
	A. Little, Idaho	1,748	87	10.60		
	W. Little, Idaho	1,867	90	10.60		
	B. & M. L. S. Co., Colo.	171	87	10.50		
July 27	Shipper, Idaho	1,450	85	10.90	11.25	21.50-23.00
	Coon, Ore.	263	87	10.75		
	A. L. Sheep Co., Idaho	1,105	82	10.75		
July 28	Halamandaris, Colo.	370	83	11.00	11.25	22.00-23.00
	Nichols, Colo.	187	70	10.75		
	Hill & Son, Idaho	146	77	9.75		
July 29	Goehl & Burke, Colo.	247	87	11.35	11.35	21.50-23.00
	Abbott, Idaho	926	81	11.00		
	Thomas & Russell, Idaho	698	82	10.90		
July 30	Gromer, Colo.	129	90	11.25	11.35	21.50-23.00
	Brailsford, Idaho	1,427	87.2	11.00		
	Randolph, Idaho	519	82.2	10.75		

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The top price at Denver, as shown in the table, was usually made on small lots of natives which, in some cases, are of special quality. At times their high price is due to lack of fill, which means a higher dressing percentage.

Prices of dressed lambs at eastern markets seemed to vary in July without close relationship to live prices. However, the course of the dressed prices seemed largely to follow the supply. As stated in our July article, little importance can be attached to totals of receipts at various markets in considering

the volume of lambs going into consumption during any particular period. The most accurate measure of that is the rate of actual slaughter. The rate of weekly slaughter in the last three months is shown in Table II. This

Table II
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1937	
May 8	275,619
15	273,895
22	338,790
29	255,049
June 5	213,719
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19	229,327
26	217,651
July 3	213,074
10	178,704
17	201,664
24	173,834
31	213,194
Total U. S. Federal Inspected Slaughter	
May	1,370,539
June	1,425,377
July	1,390,365

*Chicago, Kansas City, Omaha, East St. Louis, St. Joseph, Sioux City, Wichita, Fort Worth, Philadelphia, Indianapolis, New York and Jersey City, Oklahoma, City, Cincinnati, Denver, St. Paul, and Milwaukee.

table differs from the one printed last month in that the present figures cover, not fourteen points, but the whole sixteen points for which weekly data is obtainable. These figures include only federally inspected slaughter, but can be taken as reporting much more than the bulk of slaughter which reaches the eastern markets that consume 63 per cent of all slaughter and practically determine the market price for the dressed product.

In July the lamb market showed signs of getting more nearly in line with recovery prices for other livestock and for commodities in general. The material presented below for those who like to examine the figures shows for the predepression period and later years the supplies and prices of lamb and beef.

Table III shows that from 1926 to 1929 the Chicago price of live lambs grading medium to prime, 84 pounds down, exceeded the price of steers of good grade, 1100 pounds down, by from \$3.43 to 29 cents. From 1930 to 1932

Table III

10-Year Review of Supplies and Prices Beef and Lamb

CATTLE				SHEEP			
Year	F. I. Slaughter	Chicago Price Good Steers	Prices, New York and Eastern Markets—Beef (Western) Steer—Good	F. I. Slaughter	Chicago Price Live Lambs	Prices Eastern Markets Lamb (Western) Good	
		(1,100 lbs. down)	(550-700 lbs.)		Medium to Prime 84 lbs. down	39-45 lbs. down	
1926	10,180,000	\$10.33	\$15.98	12,961,000	\$13.76	\$25.98	
1927	9,520,000	12.22	18.47	12,883,000	(Good and Choice) 13.90	25.88	
1928	8,467,000	14.65	23.47 (1)	13,488,000	14.94	24.89 (1)	
1929	8,324,000	14.03	21.60	14,023,000	14.64	26.52	
		(900-1,300 lbs.)			(90 lbs. down)		
1930	8,170,000	11.90	18.16	16,697,000	9.91	20.25	
1931	8,108,000	8.95	13.89	18,071,000	7.77	17.08	
1932	7,625,000	7.42	12.10	17,899,000	6.11	14.06	
1933	8,655,000	5.75	8.87	17,354,000	6.63	13.22	
1934	9,943,000	7.18	11.48	16,055,000	7.82 (2)	15.15 (2)	
1935	9,666,000	11.06	16.43	17,644,000	8.88 (2)	16.79 (2)	
1936	10,975,000	9.19	13.86	17,216,000	9.83 (2)	17.60 (2)	
1937		(900-1,100 lbs.)	(600-700 lbs.)		(Good)	New York 38 lbs. down	
Jan.	867,465	11.05	15.90	1,700,006	10.16	15.05	
Feb.	708,221	11.21	15.80	1,315,503	10.14	15.98	
Mar.	825,380	11.82	16.31	1,311,638	11.66	19.35	
Apr.	801,981	11.69	17.34	1,334,402	11.95	20.05	
May	744,604	11.83	17.24	1,370,539	(Spring Lambs—good) 12.36	21.55	
June	839,567	12.24	19.27	1,425,377	11.63	20.20	

Annual figures from Crops and Markets.
Figures for first 6 months of 1937 from Market Reviews and
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The January to May cattle slaughter was 111 per cent of the five-year average for the same period and the lamb slaughter 102.7 per cent.

Without going into wearisome detail, it can be said that the figures on supplies and prices show that lambs, alive or dressed, since 1932 have failed by

a considerable margin to reach the relationship to cattle and beef that commonly prevailed before the last depression. The lamb supply has generally been larger, but not sufficiently so fully to explain the situation. The rate of cattle slaughter has mounted at several times without lowering cattle and beef prices to the extent that has been true of lamb. This may be due to one of the economists' "lags" in adjustment. If the partial improvement in late July marks the disappearance of that lag, it will be most gratifying to all interests associated with lamb affairs.

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THE estimated number of lambs docked in 1937 in the thirteen western sheep states is 19,427,000, or about 650,000 less than the 1936 crop of 20,078,000. The 1935 crop was 17,392,000 head and the average crop for the five-year period (1931-1935) was 19,028,000. The current crop is about 3 per cent smaller than that of 1936, 11 per cent larger than the comparatively small crop of 1935, 2 per cent above the five-year average crop, and about 7 per cent larger than the ten-year (1926-1935) average.

The decrease in the number of lambs marked in the West this season compared with last was due chiefly to a somewhat smaller average lambing percentage, and only to a small degree because of fewer ewes at the beginning of the season. In six of the thirteen western states, the percentage crops in 1937 were higher than in 1936, while in the other seven they were lower, or the same.

In number of lambs, Texas registered the only important increase, with 310,000 more than in 1936. Texas now is producing more lambs than any other two western states. The increase shown in Texas and smaller increases in two other states were more than off-

set by large decreases in the lamb crops of California, South Dakota, and Oregon, and by nominal decreases in in six other states. Comparisons of the 1936 and 1937 lamb crops for the group of eleven western states differ very little from those for the thirteen states as shown in the table. The decrease in number of lambs docked in 1937 compared with those of 1936 took place chiefly in early lambs—those normally available for market prior to August 1. The 1937 crop of late lambs is only about 2 per cent smaller than the late crop of 1936.

The estimated average lambing percentage for the group of thirteen western states for recent years are as follows:

1937.....	77.5	1931.....	81.1
1936.....	79.7	1930.....	79.4
1935.....	70.6	1926.....	76.1
1934.....	73.7	1928.....	83.4
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Five-year (1926-1930) average 80.7 per cent; five-year (1931-1935) average 73.5 per cent; ten-year (1926-1935) average 76.8 per cent. Lamb crop percentages are based upon the number of ewes on hand January 1 and not upon the number at lambing time. It may be seen that the western lambing percentages were below average in 1932, 1933, 1934, 1935, and above average in 1936 and 1937.

The estimates of lamb crops in the western states are based mostly upon information furnished by growers who report upon their own lamb crops, losses, and upon local conditions. This season more than 3,800 growers in the thirteen western states reported to the various offices of this division, their combined ewe holdings amounting to 2,411,000 head, about 9.6 per cent of the total ewes in this region.

There was no significant change in the total number of breeding ewes in the West between January 1936 and January 1937. A large increase in the Texas holdings was offset by smaller numbers in several other states. Ewe lambs held from 1934, 1935, and 1936 crops show respectively 5,200,000, 4,400,000, and 5,000,000. About 95 per cent of the increased ewe lamb holdings during the past year were in Texas. Some of the Texas ewe lambs retained have been shipped to market or into other states. In view of the above-average losses of ewes that took place in the West during the past few months, these figures indicate some further decline in western breeding ewes for the 1938 crop, except in Texas.

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or 1936. The number of strictly early lambs this season from the principal producing states of Arizona, California, Idaho, Oregon, and Washington was 300,000 less than corresponding numbers for 1936, a decrease of about 9 per cent. The decline in the California and western Oregon early lamb crops was particularly large. Marketing of early lambs was retarded in many areas because of a late season and adverse feed and weather conditions. On the other hand, Texas growers have already marketed many more spring lambs than usual up to July 1. Most of the early lamb crop will be marketed by August 1, although in some localities considerable numbers will have to be held for further growth. Other states of the western group, besides those enumerated above, contribute small numbers to the spring and summer supplies of market lambs.

Weather and feed conditions during the past winter and spring in the western sheep states varied from excellent in some areas to extremely adverse in others. Conditions in the southern border states were generally favorable. The winter was quite severe and prolonged in other western states, but feed supplies were generally sufficient and available to enable growers to maintain flocks without great sacrifice of numbers. In the western portion of the Great Plains area, conditions were unfavorable following the 1936 drought and feed supplies were short. Considerable numbers of stock were removed from these sections. On the west coast, the winter was comparatively severe and feed costs excessive. In both of these sections, losses were quite severe in some localities, and light lamb crops resulted.

Winter and spring losses of sheep in the West as a whole were somewhat greater than for the preceding winter, excessive losses being largely confined to the areas mentioned above. Losses in Texas and New Mexico were generally light.

Contracting of western lambs to date for fall delivery has been on a somewhat reduced scale compared with 1936. Contract prices to date are a little higher than corresponding prices

Statistics By States, Divisions, and the United States— 1935, 1936 and 1937

(All numbers in Thousands; that is, add 000)

STATE	Breeding Ewes, 1 Year Old and Over, Jan. 1			LAMB CROP DOCKED								
	NUMBERS			Per Cent of Ewes January 1			Numbers Docked					
	1935	1936	1937	1935	1936	1937	1935	1936	1937	1935	1936	1937
Montana	2,955	2,789	2,500	77	77	78	2,275	2,148	1,910			
Wyoming	2,700	2,711	2,666	65	73	77	1,755	1,979	2,051			
Colorado	1,370	1,428	1,426	75	87	85	1,028	1,242	1,212			
New Mexico*	1,864	1,864	1,827	64	72	72	1,193	1,342	1,311			
Arizona*	665	621	600	75	77	77	499	478	462			
Utah	1,921	1,961	1,974	65	74	76	1,249	1,451	1,500			
Nevada	681	707	642	70	75	76	477	530	488			
Idaho	1,808	1,776	1,776	88	94	92	1,591	1,669	1,634			
Washington	562	568	551	99	93	96	556	528	529			
Oregon	1,830	1,852	1,822	84	84	79	1,537	1,556	1,439			
California	2,500	2,784	2,910	88	84	69	2,200	2,339	2,008			
South Dakota	998	1,075	970	78	90	70	778	968	679			
Texas	4,796	5,063	5,400	47	76	77	2,254	3,848	4,151			
TOTAL 13 WESTERN STATES	24,650	25,199	25,064	70.6	79.7	77.5	17,392	20,078	19,427			
aTOTAL 24 ATLANTIC AND SO. CENTRAL STATES	3,389	3,369	3,273	100.6	95.8	103.0	3,410	3,229	3,372			
bTOTAL 11 NORTH CENTRAL STATES	7,625	7,756	7,674	102.1	98.9	103.1	7,785	7,672	7,913			
U. S. TOTAL	35,664	36,324	36,011	80.2	85.3	85.3	28,587	30,979	30,712			

*Includes Indian-owned sheep in Arizona and New Mexico.

a-Excludes Texas. b-Excludes South Dakota.

(The government has now revised the estimate of the 1936 crop by lowering it by 500,000.—The Editor.)

during the early part of 1936 and are higher than at any time since 1930. Most feeder lambs so far contracted are for western feeding sections. Corn belt feeders have not yet been active in filling requirements. Growers at the present time are disposed to await developments before entering into contracts for their lambs, while buyers have adopted a somewhat cautious attitude, partly because of comparatively high feed prices.

Comments By States

MONTANA: The lamb crop is smaller than 1936 because of a heavy reduction in ewes during 1936, and is the smallest lamb crop since 1927, and 28 per cent less than the record crop of 1934. Sheep numbers were greatly reduced in the eastern sections of the state, where drought was severe in 1936. Range feed is generally good in the western and south-central districts but is very poor in parts of the eastern half of the state where drought conditions again prevail. Winter and spring losses were about average except in the eastern half of the state where they were above normal.

WYOMING: The lamb crop is slightly larger than in 1936 and lambs are making good development. Summer range conditions are very good, including both high and low ranges, with few exceptions. Winter and spring losses were about average, but there were some heavy local losses as a result of early June storms.

COLORADO: The lamb crop is about 3 per cent less than 1936 and lambs are making good development under favorable range conditions. Range feed has been injured by drought and hoppers in some local areas in the east-central and southeastern districts. Feed crop prospects are good in the irrigated areas but only fair in the eastern dryland districts.

NEW MEXICO: The 1937 lamb crop is large and about the same as in 1936, as the percentage of lambing was far above average. Lambs are developing satisfactorily. Ranges were greatly improved by summer rains and are now good in all principal sheep sections. Winter losses were about average.

ARIZONA: The lamb crop was a little smaller than for 1936 and is the smallest for thirteen years, due to a reduction in ewe numbers. More early lambs were produced in 1937 than in 1936. Satisfactory summer range indicates that late lambs will develop well.

UTAH: The lamb crop is about 3 per cent larger than in 1936 and is the largest since 1931. Winter losses were above average on the west and south deserts, but were comparatively light in view of the severity of the winter. Range feed is very good in most districts and lambs are making satisfactory progress. Prospective feed crop production is average or better.

NEVADA: The lamb crop is about 8 per cent less than 1936, due to reduced numbers of ewes. Winter and spring losses were considerably above average. Summer range conditions are very good and lambs are making good growth.

(Continued on page 51)

Around the

RANGE COUNTRY

WYOMING

Two weeks of seasonal temperature were spaced between similar periods of abnormally hot weather. Showers occurred occasionally, some of them beneficial, or even heavy, but the rain areas were streaky, leaving considerable sections of the state in a condition to be aided by further rain. July forage started out the best in many years, however, and pastures and ranges continue good or excellent, especially in western counties. Live-stock are in good to excellent condition nearly everywhere.

Dull Center (Converse County)

This has been the best season in five years for this section, both as to weather and feed. We have no forest range here, but the summer grazing lands are quite fair.

About 60 per cent of the feeder lambs have been contracted at 8 cents a pound, but no straight ewe lambs are contracted. Thirty cents has recently been paid for wool shrinking 68 per cent.

Production costs are on the upward trend this year.

Archie Alexander Douglas

(Converse County)

As this is written, the early part of July, the range is commencing to need rain. Conditions generally during the early part of this season have not been as favorable as they were last year.

Our lamb crop was about 10 per cent short of the 1936 yield and at present a good many feeder lambs have been contracted at \$8 to \$8.50 per hundred. No quotations have been made on ewe lambs as yet.

The work of the district boards operating under the Taylor Grazing Act is fairly satisfactory.

It is costing us more to produce the lamb and wool crops this year than in 1936.

D. W. Ballard

The notes on weather conditions, appearing under the names of the various states in *Around the Range Country*, are furnished by J. Cecil Alter of the U. S. Weather Bureau and based upon reports and publications for the month of July.

The Wool Grower welcomes and desires communications from interested readers in any part of the country for this department of the Wool Grower and also invites comment and opinions upon questions relating to the sheep industry and of importance and significance to wool growers.

MONTANA

There were two or three weeks of abnormally warm weather, though light to moderate local showers occurred rather generally. However, the last week or ten days were much the driest. Showers interfered with haying somewhat, though few hay losses occurred. Pastures and range forage are mostly good, with favorable prospects for the fall and winter, excepting over the northeastern portion, where the persistent drought has held back plant growth. Livestock are generally in good condition, and as range forage is already curing satisfactorily, shipments have not been heavy.

Dell

(Beaverhead County)

Recent showers have improved the range (July 22) and feed there is better than it was last year, although there has been some shortage of water.

Early lambing operations in this district were less successful than in 1936, but the May lambing was fair to good. Contracts on the feeder end have been made in a range of 8 to 8½ cents, while some crossbred ewe lambs are tied up at 8 cents.

Three-eighths blood wool has recently been sold at 33 to 34 cents.

Increased labor and costs of supplies will bring production expenses up quite a bit this year.

We have heard both praise and complaints for the work of the advisory boards of the Taylor grazing districts, but believe that in time most of the trouble will be worked out satisfactorily.

There has been some reduction in numbers of sheep allotted under forest grazing permits on account of the drought of recent years.

Martinell Bros.

Havre (Hill County)

Conditions this year (July 23) are better than in 1936, but at that only fair.

I have not heard of any recent transactions in lambs or wool. It is costing us a whole lot more to produce them this year than last.

Ole Meland

Goldcreek (Powell County)

The weather and feed conditions are 100 per cent (July 24); the best in this district in the last five years.

There has been some contracting of both fat and feeder lambs at \$8, while straight fine-wooled ewe lambs have been contracted at \$9 and crossbreds at \$8. No yearling ewes are moving.

Transactions in wool recently have been in a range of 27 to 30 cents for clips shrinking from 64 to 66 per cent.

Production costs will be above those of 1936 by 10 per cent.

Many years of dry weather are given as the reason for cuts in sheep allotments on the national forests of from 30 to 60 per cent. The administration of the Taylor Grazing Act under the advisory boards seems to be about 50 per cent satisfactory.

Mannix & Wilson

IDAHO

The weather was warmer than usual through practically the entire month, and every week brought its light to moderate local showers. However, considerable areas were missed by the showers, and parts of the state have needed additional moisture. Showers in the southern portion delayed haying operations, and damaged some hay, but the moisture was excellent for the second growth of alfalfa. While some pastures and ranges are dry at the lower elevations, forage is generally good, and livestock are doing well.

Jerome (Jerome County)

I only have a flock of about 300 head of sheep which I keep on my farm. However, I am very much interested in the sheep industry, and keep fairly good track of what's going on, and I believe, from what I can learn, that conditions this year compare very favorably with some of our best years. I do not know of any sales of range stock sheep yet.

I have sold my fat lambs, and they netted me a little better than \$8 a head on the average. My wool sold at 35 cents a pound. I think the cost of producing lambs and wool in 1937 will be more than it was in 1936, at least in this section.

Our hay crop is not going to turn out so well on account of the late spring. And there has been more or less grasshopper damage. Grain will be higher priced, and I think hay will probably sell somewhat higher than it did last year, which was \$6. I would not be surprised to see hay sell at \$7 or \$8 this fall. However, the effect of the Taylor grazing bill has been to reduce our market for hay to range sheep. Formerly, these sheep used to be brought in here from some distance, making a better market for hay. This year, I take it, the buyers will be those who come under the Taylor grazing provisions.

In my understanding, there will be a reduction in forest grazing. At least there will be no increase. And applicants will be scrutinized more carefully than in the past.

I look to see some increase in farm flocks. I have found my farm flock is about as profitable as most other uses of land, particularly where I have tried to build up the soil and get rid of weeds. I think most farmers would find it to their advantage to pay some attention to this among other uses of their farms.

R. E. Shepherd

Bellevue (Blaine County)

Range feed has been excellent, but is drying fast now (July 30). Even now, though, it is better than usual for this time of year.

Transactions on yearling ewes have been on the basis of \$9 for crossbreds and \$8 for fine-wools, and some straight ewe lambs have been contracted at \$8.25. I haven't heard of any contracting in either fat or feeder lambs, however.

Some half-blood medium wool has been purchased recently at 32 cents.

Apparently the work of the advisory boards in the Taylor grazing districts is satisfactory, at least no one has been pressed as yet in the matter of licenses or permits.

I have not heard of any cuts in forest grazing permits.

Coyotes are very numerous in this region.

Mabel C. Saunders

Shoshone (Lincoln County)

July has given us fair weather, with occasional showers; more showers, in fact, than we have had in the last few years at this season.

All of our lambs are being shipped to market. We do not raise the type of ewe lambs that are used for replacements, but some yearling ewes are changing hands at from \$9 to \$10.

So far as I know, there have been no reductions in sheep grazed under permits on the national forests, and as our grazing district is not yet in operation, there is nothing to complain about there.

Our operating expenses are increasing.

A. D. Silva

WASHINGTON

Warm weather prevailed most of the month, while showers occurred only occasionally, and were mostly light or moderate. Pasturage, however, was unusually good during the early part of the month, and has held up very well. Much forage at the lower elevations has dried out considerably, though there is plenty of it and livestock have held up in good to excellent condition. Haying progressed rapidly, with no important interference from the weather. Most alfalfa crops were good.

Goldendale (Klickitat County)

Conditions are extra good this year (July 29), due to a late rain. The winter was a rather hard one on the sheep in this section, however, and the number of lambs saved was under normal.

It is too early to give any prices on feeder lambs, but about 3000 fat lambs have been sold at 9½ cents. Yearling ewes are moving at anywhere from \$6.50 to \$8.

An average grade of wool with a light shrinkage has been sold recently at 30 cents a pound.

The extra long winter added a good deal to our production costs for this year.

Mrs. Clyde Story

OREGON

Seasonal to abnormally warm temperatures characterized the month. General showers in the first and third decades were heavy enough in spots to be beneficial, though as a rule the month is considered dry. Some loss of hay occurred from the first cuttings, though an excellent growth of the second crop has more than offset the loss. Pasturage was unusually good earlier in the month, and has, as a consequence, held up remarkably well. Livestock are in good to excellent condition.

(Continued on page 44)

Annual Convention of COLORADO WOOL GROWERS

COLORADO wool growers were in an optimistic and determined mood when over 200 met for the 11th annual convention which was held at Glenwood Springs, July 22 and 23. Optimistic over feed conditions and recent and future wool prices; determined in regard to affairs of government grazing lands and the necessity of doing something to help get lamb prices back in line with those prevailing in the cattle and hog markets and in markets in which the wool grower must buy.

The report of the lamb market committee printed below was received with enthusiasm. Before the close of the convention, \$2035 was paid in as an assessment of 2 cents per head on lambs to be marketed this fall. It is aimed to raise \$5000 in Colorado in the next few weeks. The proceeds are to go into a fund to support some form of special effort to advertise or otherwise secure larger appreciation and consumption of lamb in September and October, the months in which the famous "smoke-finished" and other lambs of the Western Slope move to market. Utah, Idaho and Wyoming are being asked for financial cooperation in the movement.

The lamb market was in deplorable condition as the convention opened. The Colorado growers expect that an unusually large proportion of this year's lambs will go in killer flesh and fear that the late supply may be burdensome to processors and in excess of normal consumer demand. On the other hand is found the unusually high quality and condition of the crop and the comparatively higher prices of other meats and other foods, which facts should work to the advantage of the producer-shipper.

All officers were reelected. Norman Winder, Craig, is president; W. C. Osborn, Fruita, secretary; L. B. Sylvestre, Monte Vista, first vice president, and L. B. Lowe, Grand Junction, second vice president.

Secretary Osborn's financial report showed receipts of dues for the year in the amount of \$7,021.52. Most of the dues came through eighteen county and local organizations. Mike Noonan, for the Middle Park Association, again reported payment of dues on all sheep owned in his county.

Reports of committees and interesting resolutions follow.

Lamb Marketing

Whereas, this committee realizes that due to the present favorable range conditions that there is every indication of a surplus of fat lambs to be marketed during the months of September and October: We therefore recommend,

That a special assessment of two cents per head be levied on all lambs sold during September and October for the purpose of a special advertising campaign for the merchandising of fat lambs and that this campaign be started at once through the agency of the National Live stock and Meat Board.

In order that this campaign may start immediately it is recommended that all growers present pay this assessment before leaving this convention.

That the Board of Directors make every effort to collect assessments from growers not present at this convention and also that assessment collections be made by the various sheep commission companies at the respective markets.

That the President appoint a member of this association, preferably himself, to immediately contact the respective associations of all of the other western range states marketing lamb in the fall of 1937 to enlist their cooperation in this campaign.

That the President appoint himself, and others if necessary, as a committee from this association to meet with the Denver packers at a meeting to be held this coming Saturday in Denver.

We further recommend that in order to successfully market the large number of fat lambs during September and October, care should be used in the distribution. That is; do not ship too many lambs to western points that have no immediate facilities to insure proper distribution.

That each of the Board of Directors present at this time, underwrite for his association an amount to immediately start the financing of this campaign.

STANLEY WYATT, Chairman
EDGAR BRAY
MIKE NOONAN

JOHN F. WHITE
LEO C. WINDER

Public Domain Grazing

We concede that the main objective of the act (Taylor Act) was to stabilize the livestock industry. In order to accomplish this we must take into consideration proper maintenance of available forage so as to perpetuate this natural resource.

We believe that it is very necessary in the management of these range lands to provide for proper seasonal use, whereby maximum benefits can be acquired.

We recommend that a very thorough and complete study be made of all factors necessary to determine the eligibility of each applicant; also that a complete study of the carrying capacity of the various range lands be made before the issuance of term permits or execution of any drastic order to change the past custom of grazing.

We recommend that the same trespass rules be applied to cattle that are applied to sheep.

We vigorously demand that the duties of the Advisory Board be to formulate and approve rules and regulations for the issuing of permits and the Division of Grazing pass on and issue all permits according to such rules as are approved by said boards.

Whereas, the grazing fees and lease rentals that are established by the Division of Grazing represent the maximum values of grazing lands in their respective classes: Therefore, state lands of Colorado and state lands of all other intermountain states of similar class and character as the lands of the public ranges should reduce their rentals to correspond with the rentals and fees of these public range lands.

We recommend that a flexible policy be adopted by the Division of Grazing that will allow the grazing rights held by the users to be attached to the lands or livestock at the discretion of the permit holder.

M. A. SMITH, Chairman
CARL L. WOOD
CHAS. F. JACOBS
L. J. LOVE
FRED McDONALD
DAN W. MCINTYRE

Other resolutions adopted, briefly summarized, were as follows:

Reduction of established permits for forest grazing for redistribution opposed; all that portion of the tentative recommendations of the Forest Service Distribution Survey endorsed that tends toward stability of the grazing industry; the combining of

the Division of Grazing and Forest Service opposed until such time as legislation is enacted properly to "protect and perpetuate the rights of graziers upon both the national forest and the public domain."

Work of the Biological Survey commended; also urged that additional funds for it be raised from the Division of Grazing, the Forest Service and the county commissioners.

Endorsement given the fabric labeling bill and Congressmen from Colorado urged to push for its enactment. Legislation that would prevent wool dealers from handling wools through direct purchase and on consignment at the same time to be urged.

Wool promotion under Associated Wool Industries commended and its financial support through the payment of 10 cents per bag urged upon wool growers; also that growers who have not made such payment for this year be asked to do so by local associations.

Continuation of loans from the Farm Credit Administration as nearly as possible on a cost basis asked; extension of the Reciprocal Trade Agreement Act opposed; cooperation approved between the state wool growers' association, the Colorado Experiment Station, and Extension Service in an educational program to improve sheep breeding, feeding, marketing, and disease prevention.

The Program

President Winder's address dealt with the low prices for lambs and the necessity for concerted effort to stimulate consumption, the predatory animal situation, and administration of grazing on government lands. In connection with continued enlargement of government activities, he admonished wool growers upon the need of constructive and assertive work by their associations, and said "unless we take a more active part in these matters, other agencies soon will be running our business."

Colorado now has a two-year appropriation from the state of \$15,000 for predatory animal control in addition to the proceeds of a six-mill levy upon the assessed value of sheep. All funds are used in cooperation with the U. S. Biological Survey.

R. C. Pollock spoke, and answered questions upon the work of the National Live Stock and Meat Board.

National President R. C. Rich complimented Colorado upon the good record of payment of her quota of the budget of the National Wool Growers Association. He commented upon the contrast between the sorry

picture of western range conditions painted last year in Senate Document 199 and the present condition of the ranges in all sections of the West.

In reference to administration of the Taylor Act, President Rich laid the blame for much of the trouble upon the failure of advisory boards to exercise the power which they are supposed to have and said that unless these boards take strong positions on controversial points, the state and national associations would not be able to give aid in the handling of appeals or other steps essential to the proper administration of the law. Opposition to transfer of the Forest Service to the Department of Conservation and to political interference with Civil Service as would be possible if Senate Bill 2700 is enacted was also voiced by Mr. Rich, who closed by directing attention to the fact that some governmental activities in raising prices of agricultural products may soon cause resentment on the part of the 70 per cent of our population who are consumers.

Director F. R. Carpenter spoke in his usual entertaining and forceful style, though in very general terms, upon his own views of the more desirable procedure in allowing the widest possible distribution of grazing licenses or permits under the Taylor Act.

The report of the committee upon public domain grazing was next presented by M. A. Smith, and after lengthy debate was referred back to the committee. It was presented on the following day and after further extended discussion and elimination of some of its parts, was finally adopted as printed above.

L. H. Douglas, Assistant Regional Forester in Region 2, analyzed the twelve points which constitute the proposed grazing policy of the U. S. Forest Service. He explained that it is proposed, in some areas at least, to build up all present small permits to 1000 head of sheep and to consider permits in excess of 3500 head as monopolistic and subject to reduction. Mr. Douglas was questioned by numerous members as to application of the proposed standards for commensurability. In most cases, his answers were direct

and in accordance with Washington policies, but some confusion and dissatisfaction over some of the twelve points seemed to remain.

Among other speakers were J. B. Wilson of Wyoming; Senator Clair Hotchkiss of Colorado; W. K. Porzer of the Associated Wool Industries, F. M. Simpson of Swift and Company and the National Secretary.

California Law on Tag Discounts

THE California State Legislature passed the following act relating to tag discounts at its recent session. The act was signed by Governor F. F. Merriam and will become a law of the state within 90 days.

An act relating to the purchase of wool from producers, prohibiting deductions for tags, fribs, crutchings or other off-wools, based upon a percentage of the weight or value of the wool, and providing a penalty for violation thereof.

The people of the State of California do enact as follows:

SECTION 1. No person, firm, corporation, company or association, purchasing wool from a producer shall make a specific deduction for tags, fribs, crutchings or other off-wools, either on a basis of the percentage of the weight or percentage of the value of the wool. Any provision in a contract to purchase wool from a producer, providing for such a deduction, is hereby declared to be invalid.

SECTION 2. Violation of the above section is a misdemeanor.

"Wool Prices"

COPIES of Report No. 120, Wool Prices, recently issued by the United States Tariff Commission and reviewed in the July issue of the National Wool Grower, can be obtained at 10 cents a copy through the Superintendent of Documents at Washington, D. C. Only a limited supply are available, so wool growers who are interested in having this very valuable discussion of the relationship between the tariff and domestic wool prices should send for their copy right away.

The Utah Midsummer Convention

UTAH WOOL growers have steadfastly adhered to the plan of holding annual conventions in January. This year, however, the association officers decided to hold a special summer meeting at Cedar City on July 19. This was followed on July 20 with an open meeting of the Utah Wool Marketing Association. James A. Hooper is secretary of both organizations.

President Jorgensen's address on the first morning dealt largely with affairs of administration of the Taylor law in Utah, and expressed dissatisfaction, which is not uncommon, over the methods employed and standards set up in determining who shall receive grazing licenses. Mr. Jorgensen felt that insufficient regard is being had for the claims and status of many Utah sheepmen who, in many cases, are being excluded in whole or in part from the ranges they have been accustomed to use for a generation.

C. J. Fawcett, General Manager of the National Wool Marketing Corporation, talked on various methods of disposing of wool clips. He showed that in the matter of shrinkage alone, on the 1937 clip, growers could have gained by much more than all marketing expenses ordinarily charged by reputable wool consignment houses. "The custom of early contracting in years of favorable market conditions," Mr. Fawcett said, "is wholly inequitable for the owners of better wools."

National Secretary F. R. Marshall discussed the "out-of-line" state of lamb markets. Judged by comparison with prices for any other commodity since the recovery, and particularly those paid by wool growers, it was claimed that lamb prices are unjustifiably low. Emphasis was placed upon the necessity of wool growers' getting their finances in shape to go through the next depression, which all economists and financial authorities consider to be inevitable within a few years. Mr. Harrison, representative of Armour and Company, asked for the floor to take exception to some of Mr. Mar-

shall's statements concerning packers' methods of buying lambs, and such privilege was granted him.

C. B. Denman, Agricultural Counsel for the National Association of Food Chains, opened the afternoon session. Mr. Denman was formerly a member of the Federal Farm Board, and recently resigned from the presidency of the National Live Stock Marketing Association to do field work for the chain store organization. Mr. Denman presented a most interesting chart on which it was shown that, over a period of many years, prices for cattle and lambs rarely reach their high points at the same time. He argued for a rational handling of livestock affairs by stabilization methods to be brought about by closer working relations between producers, processors and distributors.

I. H. Jacob, Manager of the Producers Livestock Marketing Association at Salt Lake City, explained what is being done by his organization in cooperation with the national setup in moving both fat and feeder lambs direct from producing areas to destinations for finishing and slaughter. Considerable numbers of orders for feeder lambs to go to corn belt states have already been received by the producers' organization at Salt Lake City. Mr. Jacob expressed the opinion that the excellent prospects for the corn crop and abundant pasturage in the central states assure a large demand for feeder livestock and at prices that should be more satisfactory to growers than has been the case in many recent years.

R. C. Pollock told of the work of the National Live Stock and Meat Board, particularly in connection with the midwinter lamb sales campaign that was conducted in January and February.

No resolutions or committee reports were submitted at this convention. It was conducted mainly for the purpose of instruction and for furnishing an opportunity for free expression of

opinions of producers regarding many current problems, not the least of which is the administration of the Taylor Grazing Act in the Utah districts.

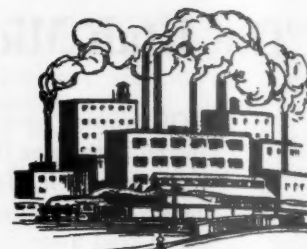
The second day was devoted entirely to wool marketing affairs under the leadership of Messrs. Fawcett, Broadbent and Hooper. At the first session, Mr. Walter K. Porzer went exhaustively into the work of Associated Wool Industries in its efforts to promote wool consumption. His talk was well received and those present were entirely favorable to the contribution of 10 cents per bag to be collected from the proceeds of their clips and used in support of the work of Associated Wool Industries.

Mr. Fawcett went into considerable detail regarding the present wool situation, stocks, mill demand and foreign prices. Confidence was expressed in the future market. It was explained that the lull in the summer market, so far as it was not caused by the handlers' strike of Summer Street, was due to the sale of clips that had been contracted or purchased at prices low enough to permit reselling to the mills at prices below the level represented by importing parity. There was also a discussion of the possibility of successfully selling wool by auction either at the markets or at country points. A round table discussion occupied over an hour and was participated in by many of those present through questions or suggestions as to wool preparation and sale.

The financial report of the Utah Wool Marketing Association, as submitted by Mr. Hooper, showed that the organization is in healthy condition and that continuing members have considerable equity in the assets which have been accumulated through economical management in the handling of large volumes of Utah wool.

The sound film prepared by the Farm Credit Administration, "From Fleece to Fabric," was shown during the meeting and considerable interest was displayed by the growers in seeing the various steps from the growing of the wool through its marketing and processing.

National Wool Marketing



Corporation News Bulletin

Grower Owned and Operated

WITH THE strike of wool handlers settled, as was reported in a special bulletin to the National Wool Grower, the Boston wool market has taken on a different hue. While the three-week strike piled up large supplies of wool on the wharves and in cars, yeoman's duty by all concerned since then has cleared the wharves, unloaded the cars, and in most of the warehouses all operations are in full swing.

As large amounts of the wool that had been tied up was wool previously purchased on preshearing contracts and otherwise in the country, this served, temporarily at least, to appease the demand of the mills for wool. This factor, plus the determination of mills to keep out of the market as long as possible lest their entrance should herald the approach of a sharply higher wool market, has resulted in a rather slow and quiet market through July. Some trading has been done on a stronger basis but in general most wools look just about steady, as compared with June's high point.

However, this volume has been very light as sellers generally recognize the inherent strength of the wool market and are continually talking higher prices and offering for sale at the present time only such wools as were bought cheap enough to enable their sale to show on the profit side of the ledger.

Underlying Factors Bullish

In discussing why they feel the wool market should be stronger, dealers list all factors affecting supply and demand. They cite the fact that we entered 1937 with one of the lightest holdovers on record; estimates running generally from 230 to 255 million pounds of apparel wool, which serves to balance the increase in imports in the first seven months of 1937 as compared with the same months of 1936. It is true that during this period total imports have little more than doubled, but on the other hand figures available show that over 80 per cent of this wool has already moved into consuming channels and new supplies in volume will not be available until late fall or early winter.

Demand for Wool Broad

They cite further on the supply side that totaling the estimated holdover, the importations of wool, and the domestic wool crop, and subtracting from that the consumption for the first six months leaves a supply of wool needed that will require further importations of 75 to 100 million pounds. There is no question that we have no surplus of wool either from a domestic or world standpoint providing, of course, the demand continues at its present level. Figures on the consumption of wool give an estimated consumption for the first six months of the year of around 320 million pounds, which represents a 20 per cent increase over a year ago and a 12½ per cent increase over the corresponding months of 1935, which was the record year.

Those close to the trade are not anticipating that this same rapid pace of consumption will continue during the balance of the year. That would be a little too much to ask in view of the record of the last two years. However, a continued broad consumption is anticipated and here again sellers cite as their reasons for this opinion the continued increase in industrial production which makes for purchasing power on the part of the consumer, the continued rise in wage levels, and the very sharp anticipated increase in agricultural income, all of which means that the consumer will be buying more clothes; he will be buying automobiles, in the manufacture of which large amounts of wool and mohair are used, and other goods in which wool is used. Government programs are still calling for expenditures for uniforms, blankets, socks, and other articles which take wool.

Foreign Situation Bullish

Since domestic supplies will not be sufficient to cope with domestic demand, making importation necessary, the price of domestic wool will, of course, be determined in a large part by the cost of this imported wool. Last year, as you will recall, domestic wool reached foreign importing parity; it should again this year.

Reports from abroad indicate no cessation in the demands for goods for re-armament purposes. These programs

are being pushed rapidly by European powers. The situation in the Far East today could very readily increase the consumption of wool for uniforms and other war purposes in that part of the globe. World industrial production is on the increase. Late figures on the consumption of wool by European mills in the important wool goods producing countries indicate a high level. The economic position of the individual consumer abroad is reported as improving, which puts him in the market for clothes and other articles to satisfy his living needs.

Other Bullish Factors

Other factors which furnish the background to those who are bullish on the future of the wool market are the continued rise of wholesale commodities; the settlement, at least temporarily, of national political developments which the bears wanted to declare were an upsetting factor; and the fact that the devaluation of the franc abroad did not change materially the world monetary system. Then, too, they offer as a comparison the various indices that measure production and consumption of goods, comparing those of today with those of last winter when higher wool prices prevailed.

Still another factor that we cannot lose sight of is that this feeling of bullishness is not confined to the sellers in Boston alone, but to producers and their bankers back in the country. This has had the effect of holding off from the market large amounts of wool unless such wool could be sold at a price around 95 cents to \$1 delivered Boston. Accordingly, with dealers unable to get wool except at high prices there has been little inclination to sell wool cheap, so that it can be said that growers themselves have been quite a factor in holding up prices.

Western Prices Up

To get back to the market, actual purchases of wool in the West have in many instances of late seemingly been higher than the Boston market, or at least higher than manufacturers are willing to pay at the present time. Much of the fine wool in original bags has cost 95 to 98 cents, clean basis, delivered in Boston, and some is estimated to have cost as much as a dollar. On the Boston market manufacturers and topmakers are trying to buy this wool at 93 to 95 cents, preferably the former figure. Three-eighths blood combing is reported from 87 to 90 cents, but at these quotations no large amount of wool is available.

Fleece wools are generally showing no change as compared with a month ago. Country-packed medium Ohios are quoted from 41 to 42 cents; graded three-eighths Ohio combing at 44 cents; and quarter blood at 33 cents. Here again there is no active market. It is generally estimated that 95 per cent of the wool in the fleece wool states has left the hands of the original growers and now is either consumed, in dealers' lofts, or in the hands of small local buyers.

In the territory states, on the other hand, it is estimated that including Texas there is around 50 to 55 million pounds of wool that is neither consigned nor sold at the present moment.

National Optimistic Over Future

The National Wool Marketing Corporation feels quite bullish over the wool market. It feels very strongly, as it has contended for some time, that wool should reach foreign importing parity and accordingly the National is not inclined to offer for sale any of its consigned wool at the present moment. It feels that if this wool can be merchandised in an orderly fashion—both the wool that is on the Street at the present time and the wool in the country — by the latter part of this fall or early winter we will be seeing better prices. A check-up of past years reveals that rarely before the middle of September do manufacturers enter the market materially, though it is entirely possible in view of the recent release of the manufacturers' holdings that this year they may have to come in earlier than usual. As was brought out before, the longer they can stay out of the market they feel the lower they will be able to hold their purchasing costs.

We call your attention again to the fact that the greater the volume of wool marketed in an orderly manner through the growers' own agency the stronger will be the position of the individual grower and the industry as a whole. Accordingly, we welcome further consignments. They will serve to effect further economies in operation, improve the service, and most of all give greater bargaining power to organized wool marketing.

Where Are We Going In Wool Marketing?

THE OTHER day we picked up a copy of a rather challenging talk that had been given to livestock producers by Bob Ashby, Professor of Marketing of the University of Illinois. It is titled "Alternatives in Livestock Marketing." In it he traced some of the recent trends in livestock marketing, answered challenging questions of livestock producers, and profusely illustrated what was happening. The points that he stressed could hardly be placed on the asset side of the ledger kept by the man who produces livestock. Naturally, it started a comparison in our minds, and we asked ourselves this question:

HAS THE AVERAGE WOOL GROWER DONE A BETTER JOB OF MARKETING HIS WOOL THAN HIS LIVESTOCK? What do you think? Suppose we check together some of the questions we asked that were caused by reading Bob Ashby's talk.

First: **HOW MANY IN THE WOOL INDUSTRY LOOK AT WOOL MARKETING FROM THE STAND-POINT OF THE INDIVIDUAL, OR FROM THE**

STANDPOINT OF THE INDUSTRY? The narrow and selfish individual considers only himself. His one aim is to get more than his neighbor gets, and too often the result is that they both take less than they should receive. How many approach the problem of marketing their wool simply with the idea of driving the best possible bargain for their own benefit, and let the other fellow shift for himself? How much regard is attached to the bargaining possibilities through organization? We prophesy the fact that as soon as more wool growers look at wool marketing from the standpoint of the industry, and less from the individual view point, improvement will come in wool marketing.

Another question. **HOW MANY WOOL GROWERS THINK OF LOWER MARKETING COSTS RATHER THAN OF EFFECTIVE SELLING?** We contend that the thinking wool producer thinks more of how well the job should be done than he does of how cheap the work can be done. That does not mean that we do not feel that marketing costs should be held at a minimum, but we do feel that too often lower marketing costs are stressed to the disadvantage of the wool grower, with the result that he holds the nickel saved so close to his eyes that he cannot see the dollar held at a short distance. In other words, we feel each wool grower should take it upon himself to study the various means of wool marketing that are available. After a thorough study decide which method, year after year, returns the greatest net for his wool, not which is the cheapest though they may be the same and actually are.

That brings up this other question. **IS THERE A TENDENCY IN THE WOOL MARKET, AS THERE IS IN THE LIVESTOCK AT TIMES, TO SIMPLY PASS TITLE RATHER THAN SELL THE WOOL?** There is a difference between the two. When wool is sold it means that the wool is sold for a price that is all market conditions justify. When title is passed it means simply disposing of the wool for the best available bid at the moment. So, we ask this of the thinking growers,—when you dispose of your wool are you using the means where your wool will be sold, or are you simply passing the title? If every wool grower will make sure that his wool is sold, the marketing situation will be improved.

Bob Ashby asks this question of livestock producers: **DO YOU SELL YOUR LIVESTOCK ON AN OPEN COMPETITIVE MARKET OR A LOCAL NON-COMPETITIVE MARKET?** That same question could be asked of wool growers. Buying competition is necessary if you would have your wool sold. If the means of marketing which you employ are not such as to promote competitive markets, you are not getting the full market for your wool, and you are tearing apart a market system which will result in your getting less for your wool in the years to come.

Then comes the other question. **DO YOU SELL YOUR WOOL AT THE NEAREST MARKET, OR RATHER DO YOU GO TO THE BEST MARKET?** Much has been said pro and con about the desirability of

setting up small local markets scattered throughout the country, with its principal talking point being that it keeps the wool near to the grower. There are two sides to the question. Obviously, what might apply in one year would not apply in another. We feel the sound marketing system is one which will really serve in the years of plenty as well as when the opposite situation prevails. Again there is a question of studying the two systems, not being misled by high-powered sales talk from either one side or the other, but really thinking out as to whether over a period of years a system of local marketing, weighed pro and con, would be an improvement over a system of two or three terminal wool markets.

Then comes another question. **FROM THE STANDPOINT OF THE WOOL PRODUCERS WHICH IS BEST, ORGANIZED SELLING OR DISORGANIZED SELLING?** In organized selling, growers band together and sell their wool through trained wool salesmen who are confronted on the buying side by trained wool buyers. Both sides are well informed on market conditions, trends and possibilities. It is a known fact that wool manufacturers hire the best men available to buy their products, and obviously the best buyer is the man who year after year can buy the wool the cheapest. We cannot quarrel with wool manufacturers on that score. Accordingly, we ask the question, is the competition equal or on an even basis when untrained and inexperienced wool growers attempt to trade with trained buyers representing either dealers or manufacturers? Wool growers must decide what they want, what best suits their needs. What do you honestly think?

It is the answer to questions such as these that make and determine the marketing methods for your wool. They are questions that each and every wool grower should decide for himself. Accordingly, we are not going to express our opinion, but merely request that you sit down and make up your own answers. You might want more information before you decide. For the sake of the industry, thought must be given if we are to improve conditions.

Let us repeat those questions. **ARE YOU GOING TO LOOK AT WOOL MARKETING FROM YOUR INDIVIDUAL POINT OF VIEW OR FROM THE STANDPOINT OF THE INDUSTRY? ARE YOU INTERESTED MORE IN CHEAP SELLING THAN EFFECTIVE SELLING? DO YOU WANT YOUR WOOL SOLD OR MERELY ARE YOU CONTENT TO PASS TITLE? ARE YOU LOOKING FOR THE NEAREST MARKET RATHER THAN THE BEST? SHOULD YOU ORGANIZE YOUR SELLING OR DISORGANIZE IT?** The future rests with the wool grower. We are most optimistic, having faith and the knowledge that more and more growers are studying these questions.

Annual Meeting of Arizona Association

A A. JOHNS, known to members of the sheep industry throughout the West, as "Tony" Johns, retired from active work with the Arizona Wool Growers Association at its 51st annual meeting at Flagstaff, July 13 to 14. The convention marked the close of Mr. Johns' fourteenth year as president, and by standing acclamation, he was made honorary president of the organization for life.

The newly elected president is George H. Wilbur, of Mesa, a pioneer in the sheep industry of Arizona, having been engaged in it for the past 35 years. He is a public spirited man and has a big following in the state. At the present time he is a member of the City Council of Mesa, a member of the Board of Directors of the Arizona Livestock Production Credit Association, and holds many other responsible positions.

Vice presidents named by the Arizona sheepmen are D. W. Campbell, Fred S. Porter of Phoenix and J. F. Dobson of Tempe. Jerrie W. Lee is secretary-treasurer.

The directors of the Arizona Association are Gene Campbell of Phoenix; T. W. Pollock, Flagstaff; Neil Ryan, Phoenix; Lou Charlebois, Wickenburg; Paul H. Versluis, Phoenix; Will Anderson, Seligman; and Juan Aleman, Phoenix.

As in other public land states, the administration of the Taylor Grazing Act and land classifications and exchanges occupied an important place on the program. C. F. Dierkling, Regional Grazier, and William Alberts, State Land Commissioner, discussed these questions at the convention. Based on this discussion and in the light of experiences up to date, the Arizona sheepmen recorded their views in the following resolution:

The Arizona Wool Growers Association, having considered the operation of the Taylor Grazing Act, especially under its sections 8 to 15, do find:

1. That delay on the part of the Department of the Interior in conveying title to the state of certain public lands, as provided in section 8 of the act, is causing an ever-increasing obstacle to the return of the wool industry of this state to normal range practices and management with its inevitable financial loss; and

2. That the issuance of one-year leases under section 15 of the act is not conducive to proper range management and hampers credit facilities.

In view of these findings, this association respectfully requests the Secretary of the Interior to:

1. Put forward at once the selection and patent of lands to this state as provided and instructed under section 8 of the act; and

2. To cause the issuance of ten-year term permits under section 15 of the act as quickly as practicable.

General Resolutions

The Arizona convention by resolution:

Appreciated "the tendency toward good, sound progressive policies on the part of the Forest Service" and endorsed that portion of the proposed future policy for grazing believed to be fair and equitable to the industry.

Opposed ratification of the Argentine Sanitary Convention, and extension of the Reciprocal Trade Agreement Act.

Endorsed work of Biological Survey and asked that necessary steps be taken by the association to have state appropriation increased sufficiently to have predatory animal control work carried on satisfactorily.

Urged all agencies handling wool to include in their contracts the clause authorizing the deduction of 10 cents per bag for wool promotion work and instructed the association secretary to collect that amount from all members.

Endorsed National Livestock Loss Prevention Board in its efforts to eliminate loss to shippers by unnecessary bruises of stock and careless and rough handling in transportation.

Opposed any effort to interfere with the free marketing of livestock or its products.

Appreciated work of Bureau of Animal Industry in maintaining health standards in Arizona sheep; commended Department of Agriculture for its action in obtaining reasonable marketing charges; thanked University of Arizona for its work on sheep diseases and feeding.

Commended State and National Association officers for their efforts on behalf of sheep industry; also thanked Arizona Congressional delegation for their work, and the National Live Stock and Meat Board.

Game Matters

In recognition of the increased demand for hunting and recreational areas, Arizona wool growers, by resolution, urged that the association and the state agencies handling fish and game matters continue to "work together in the developing of a broad plan whereby the interests of our industry as well as those of the game and wildlife organizations will receive proper regard and consideration," and requested that before any wildlife refuges be established both state livestock associations be notified and heard.

Convention Speakers

The program for the Arizona convention included the following speakers, in addition to President Johns and Secretary Lee: Acting Governor James H. Kerby; C. U. Pickrell, Director of the University Extension Service; D. A. Shoemaker, Assistant Regional Forester; M. C. Burk, Director of the Arizona Unemployment Compensation Commission; E. V. Mercer of the U. S. Biological Survey; D. C. McKinney, Manager of the Arizona Livestock Production Credit Association; Dr. E. B. Stanley, Dr. Wm. J. Pistor, of the University of Arizona; Arthur Upson, Director of the Southwestern Forest and Range Experiment Station; Dr. F. L. Schneider, inspector in charge of the Bureau of Animal Industry at Albuquerque, New Mexico; Glenn Taylor of the Valley National Bank of Phoenix; and Walter K. Porzer, General Director of Associated Wool Industries.

On the evening of the first day an elaborate dinner-dance was held in the Monta Vista Hotel. Places were set for 237 at the banquet and the event did its full share in creating the sentiment that this convention was one of the most enjoyable and interesting gatherings in the long line of association meetings in Arizona.

With the

WOMEN'S AUXILIARIES

Statewide Contest in Idaho on Making of Wool Dresses

IDAHO women are to have an opportunity to demonstrate their ability in making wool dresses. A state-wide contest, sponsored by the Idaho Wool Growers Association and the University of Idaho Agricultural Extension Service, is open to women in regularly organized home demonstration project work, Miss Marion Heppworth, extension service demonstration leader, who is in charge of the contest, has announced.

The rules for the contest are as follows:

Contestant must be in regularly organized home demonstration project work.

Garment must be of wool and made by contestant.

Contestants must compete in a county contest in which there are five participants. A blue ribbon will be given county winners, and these women are eligible to compete in the district fair for the cash prize offered by the state wool growers' association of \$3.50 for the first, and \$1.50 for the second prize.

Contestants for the district fair will be from counties included in the district fair for that territory.

Judging will be done by the State Clothing Specialist.

Judging will be based on workmanship, suitability to wearing, finishes, fit of garments, etc.

The following are the districts for Style Dress Revue Contests for Women:

Gooding, Twin Falls, Jerome, Lincoln, Minidoka, Cassia counties.

Bonner, Boundary, Kootenai, Benewah counties.

Bonneville, Bingham, Bannock, Franklin, Caribou counties.

Washington, Canyon, Ada, and Payette counties.

This contest is a very worth-while project for the Idaho wool growers' organization to sponsor and it is an opportunity for the Ladies Auxiliary of that state not only to participate but to further the campaign for wool pro-

motion, which campaign is one of the leading issues before the industry today.

Women of Idaho Auxiliaries! Your menfolks have started something that is a challenge to every member. Don't let them finish it alone but get back of this contest and show them that the Auxiliary is a vital cog in the working of their machine and not just something to start pink teas.

Your Correspondent

Message from National President

Heppner, Oregon
July 22, 1937.

To all Auxiliaries,

We thought we should have a roster or complete list of all our members. Then we decided that a roster and small lamb cook book could be combined in one. Now I hope we can make this a money making enterprise as well as a book of convenience.

We should charge for advertising: \$40 for one page; \$20 for one half page; \$15 for a quarter page. This book should be size 5½ x 8 inches.

It may include any worthy advertising that we are able to secure. Please work hard on this, Auxiliaries, so that we may successfully accomplish our aim.

I am asking all auxiliaries to send me the correct names and addresses of all our members. Send also the names of any firms who wish to secure our patronage.

Please send in also your best lamb recipes and menus that include lamb. Prizes will be given for the best lamb recipes: First prize, \$5; Second prize, \$3; Third prize, \$2. Prizes will also be given for the best lamb menu recipes that include lamb: First prize, \$5; Second prize, \$3; Third prize, \$2.

Mrs. W. P. Mahoney,
President

Annual Picnic of Oregon Chapter

ALARGE crowd was in attendance at the annual picnic of the Grant County Wool Growers Auxiliary on Sunday, July 25, at the Mt. Vernon Hot Springs, Oregon. A most delicious and bountiful lunch was set on the table by the ladies, which brought many favorable comments from the men present. Coffee, lemonade and ice cream were served by the Auxiliary. A short program followed the lunch, after which swimming, cards and other forms of entertainment took up the afternoon. Members were present from Izee, Kimberly, Monument, Long Creek, Prairie City, Mt. Vernon, Canyon City and John Day. The place and date of the next meeting will be announced later.

Mrs. Herman Oliver, Cor-Secretary

Wool to Wear

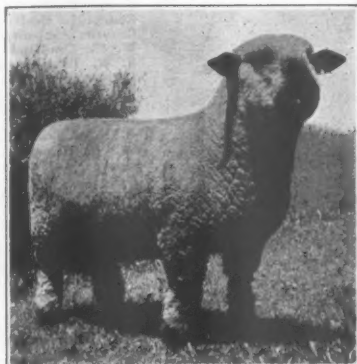
WITH the month of August comes the first thought of fall and the problem of what-to-wear. To the members of the various auxiliaries of the wool growers' organization this problem is a challenge to their resourcefulness. Where could one find a subject with more possibilities for Wool Promotion than here? Who is better qualified to promote the use of wool than the women? Where could you find an organization better equipped to campaign for the use of wool than right here within our own organization? With these questions answered in the affirmative, let us glance at a few facts compiled by the Associated Wool Industries to get an idea of what could be done if each woman were to add but one woollen dress to her fall and winter wardrobe.

As of the beginning of 1935, the yardage of dress and suiting fabrics of wool and mohair consumed for women's wear was approximately 56,000,000 square yards. About three fourths of this amount sold

(Continued on page 29)

The Ram Sale Album

On this and the following pages are presented pictures of some of the entries in the National Ram Sale, to be held August 24 and 25, at the Union Stock Yards, North Salt Lake.



Hampshire Stud from Matthews Bros.



Rambouillet Stud from Nielson Bros. Sheep Co.



Rambouillet Stud from W. D. Candland & Sons

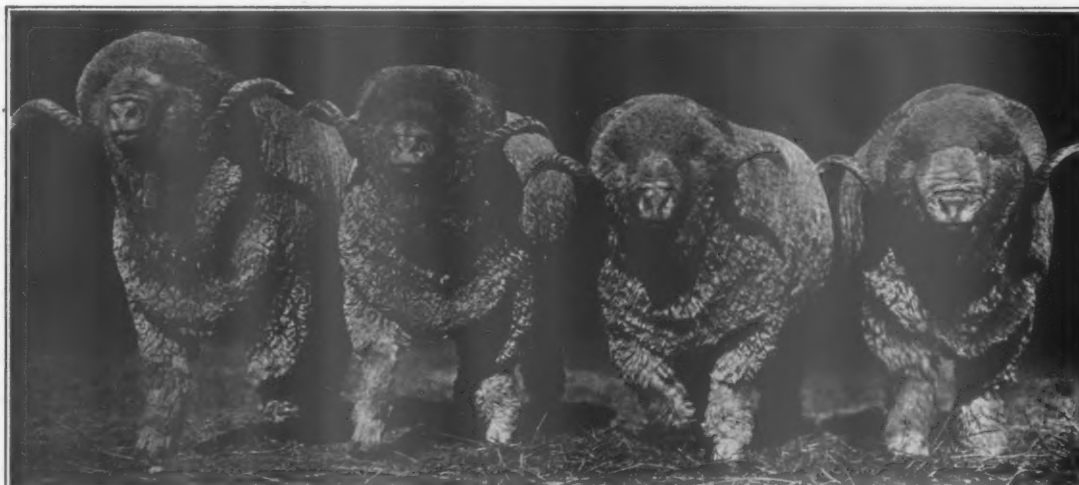


Rambouillet Stud from W. S. Hansen



Hampshire Stud from Albert Pearson

—Copyrighted—Denver Daily Record Stockman
—Photo by Edwin R. Johnson

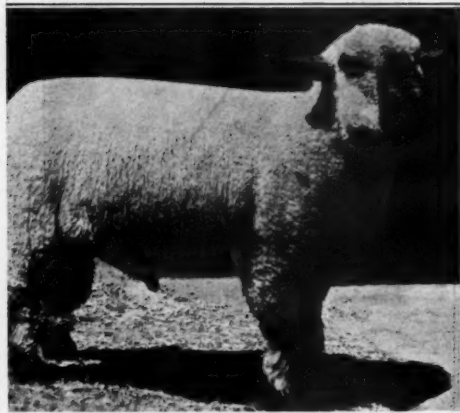


Stud Rambouillets from Wilford Day



—Copyrighted—Denver Daily Record Stockman
—Photo by Edwin R. Johnson

Rambouillet Range Rams from W. S. Hansen



Hampshire Stud from M. Moncreiffe



Pen of Columbias from Ernest White



Rambouillet Stud from S. E. Christensen



Corriedale Rams from M. Moncreiffe



Rambouillet Stud from G. L. Beal
& Sons

Hampshires from University of Idaho

Registered Rambouillet from

Entries in the National

RAMBOUILLETS

CONSIGNORS

	Single Stud
Adney Sisters	1
Voyte Bagley	1
George L. Beal & Sons	4
Branch Agricultural College	2
W. D. Candland & Sons	4
F. R. Christensen	2
Colner Brothers	1
Wilford Day	4
Ephraim Rambouillet Assn.	2
Glenwood Farm	2
E. S. Hansen	1
W. S. Hansen	4
George A. Jorgensen	2
John K. Madson	2
Marsden Livestock Co.	4
William Marsden	2
William Millar	1
Amy Moncreiffe	3
Montana State College	4
Niels Mortensen & Sons	2
Adin & Averil Nielson	2
Nielson Brothers Sheep Co.	2
Noyes & Sons	1
W. C. Pendleton	2
Bert E. Petersen	1
M. J. Udy	1
University of Idaho	1
Utah Agricultural College	2

HAMPSHIRE

Andrus Brothers	3
Frank Brown & Sons	1
Canadian Pacific Railway Co.	1
E. J. Dahl	1
A. I. Eoff	1
R. W. Hogg & Sons	1
J. C. S. Hubbard & Sons	1
Walter P. Hubbard	2
Matthews Brothers	2
Malcolm Moncreiffe	3
Montana State College	4
Mt. Haggin Land & Livestock Co.	4
L. G. Muir & Sons	2
Albert Pearson	2
E. H. Street & Sons	2
Utah State Agricultural College	2

SUFFOLKS

Michael Barelay	1
Bartlett Brothers	1
Canadian Pacific Railway Co.	3
Clarindale Stock Farm	1
Floyd T. Fox	4
Walter P. Hubbard	1
Laidlaw & Brockie	2
S. P. Nielsen & Sons	2
W. S. O'Neil	3
J. H. Patrick	3
George Q. Spencer	1
Suffolkdale Meadows	4
Thomas & Patrick	2
University of Idaho	3
Howard Vaughn	2

COLUMBIAS

Ernest White	1
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CORRIEALS

King Brothers Company	2
Malcolm Moncreiffe	2
M. C. Nagle	1
Utah State Agricultural College	1

COTSWOLDS

Casten Olsen	1
Elmer G. Peterson	1

LINCOLNS

Ivan G. Epperson	1
Casten Olsen	1
Elmer G. Peterson	1
Suffolkdale Meadows	1
University of Idaho	1

OXFOLDS

Floyd T. Fox	1
C. P. Kiser & Son	1

PANANAS

Laidlaw & Brockie	1
-------------------	---

ROMELLES

A. T. Spencer & Sons	1
----------------------	---

CROSSBREDS

Suffolk-Hampshires:	
H. L. Finch	1
Floyd T. Fox	1
Leo Johnson	1
Casten Olsen	1
Lincoln-Rambouillets:	
R. W. Hogg & Sons	1
Nielson Brothers Sheep Co.	1
Romney-Rambouillets:	
W. L. Whitlock	1

Rambouillet from J. K. Madsen

National Ram Sale

BOULETS

Single Studs	Registered Rams	Range Rams
1	4	..
1	3	..
4	10	..
2	..	17
4	5	50
2	5	..
1	5	5
4	5	..
2	5	..
1	5	23
4	5	50
2	5	7
4	5	25
..	..	25
2	5	25
1	5	..
3	5	..
4	5	..
2	10	..
2	5	..
2	5	..
1	5	..
2	5	12
..	..	15
1	5	40
..
Hege	2	4

CAMPBELL'S

3	..	..
..	..	60
Co.	1	..
..	5	..
..	..	20
1	5	..
1	5	..
2	..	..
2	..	..
3	5	60
4	..	..
4	5	120
2	..	..
2	..	..
2	5	..
College	2	..

SUFFOLKS

..	..	40
..	5	..
Co.	3	20
..	8	..
4	..	15
1	..	..
..	5	45
2	5	10
3	5	3
3	4	12
1	5	15
4	15	10
2	5	..
3	5	..
2	5	45

COLUMBIAS

..	..	5
2	5	..
2	5	20
College	1	10
..	4	..

COTSWOLDS

..	..	20
..	..	5

LINCOLNS

..	5	9
..	..	20
..	..	5
..	20	..
1	6	..

OXFORDS

..	3	..
..	3	..

PANAMAS

..	..	30
----	----	----

ROMELLES

..	..	60
----	----	----

CROSSEDS

..	..	25
..	..	15
..	..	60
..	..	15

Co.	..	5
..	9	..

Suffolk Range Rams from Michael Barklay
—Copyrighted—Denver Daily Record Stockman
Photo by Edwin R. Johnson



—Copyrighted—Denver Daily Record Stockman
—Photo by Edwin R. Johnson

Panamas from Laidlaw & Brockie



—Copyrighted—Denver Daily Record Stockman
—Photo by Edwin R. Johnson

Registered Suffolks from Laidlaw & Brockie



Hampshire Stud from Montana State College

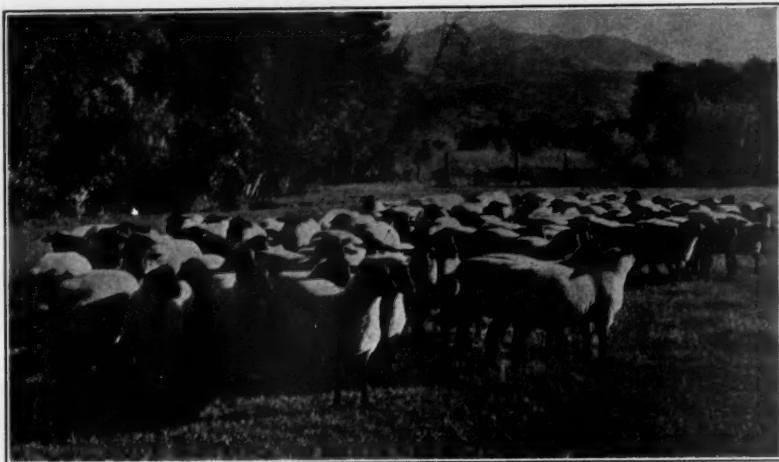


Rambouillet Range Rams from J. K. Madsen



Rambouillet Range Rams from
W. D. Candland & Sons



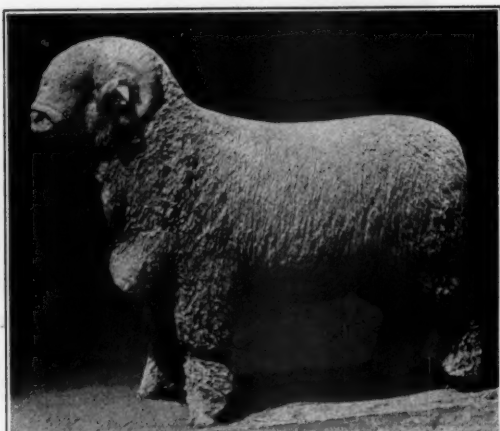


—Copyrighted—Denver Daily Record Stockman
—Photo by Edwin R. Johnson

Suffolk Range Rams from Laidlaw & Brockie



Hampshire Stud from E. H. Street & Son



Rambouillet Stud from Utah State Agricultural College



Hampshires from R. W. Hogg & Sons



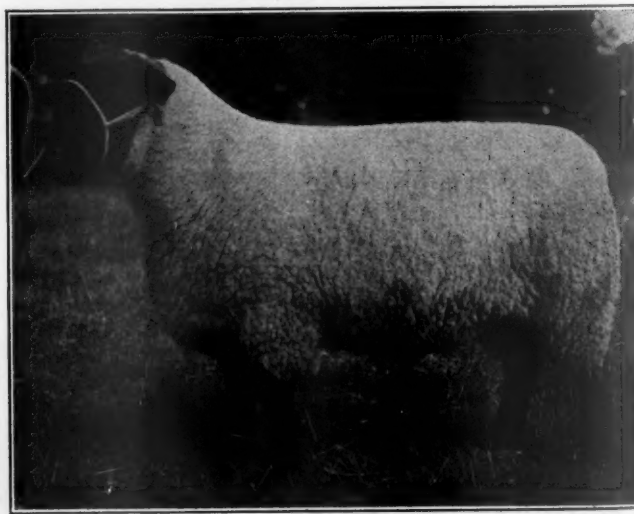
Registered Rambouillet Rams from W. S. Hansen



Lincoln Range Rams from Ivan G. Epperson



Registered Rambouillets from Montana State College



Suffolk Stud from Suffolddale Meadows

With the Auxiliaries

(Continued from page 24)

during the fall selling season of two months, which usually ended on October 15. Retail stores throughout the country were favorable to the idea of attempting to extend this two months' selling season into a longer period. If by extending the selling season for these materials from a two months' season to a four or six months' season, sales are increased only one third, 14,500,000 additional square yards of cloth will be sold. In terms of grease wool, this means a possible increase in consumption of 20 to 25,000,000 pounds.

In past years in the United States there was practically no spring selling season in women's wear of wool. There were about 32,000,000 women's dresses of all types cut in the four spring months of the year. If only one fifth of the dresses cut in this season were made of wool, it would mean an increase of some 14,000,000 square yards of cloth—a possible increase of approximately 20,000,000 pounds of grease wool.

In the home dressmaking field, wool had not been getting its share of piece goods sales. It is estimated there are more than 39,000,000 dress patterns sold annually. If only one third of these were cut from wool, this would mean a possible increase over present usage of some 27,000,000 yards of cloth—a possible increase of approximately 45,000,000 pounds of grease wool.

The above statistics indicate what might be accomplished by the women of the Auxiliary along the lines of Wool Promotion. Some suggested ideas would be for other states to follow the precedent set by the Idaho State Wool Growers Association in their Woolen Dress Contest to be held in conjunction with the state fair; each chapter might conduct its own contest or set aside a month to conduct a Wool Promotion campaign within its locality, creating a real desire for woolen clothing by fashion shows, contests, and obtaining the cooperation of local merchants in the way of special displays, contests for best slogans or new ways to use wool. These and many more ideas could be used to increase wool consumption.

Many home dressmakers hesitate to sew on woolen materials because of the difficulty in obtaining tailored effects. A little instruction along these lines would induce more women to make their own clothing of wool and with this in mind, the Ashley Chapter of the

Material for this department should be sent to:

Mrs. Emory C. Smith,
National Press Correspondent,
Fruitland, Utah.

Utah Auxiliary at Vernal, Utah, obtained the services of the extension agent from the Utah Agricultural College, who spent a week with them showing samples, helping the women to choose materials and make them up into lovely, wearable, articles of apparel.

The Associated Wool Industries and the wool growers' organizations of the various states have adopted a campaign to create a bigger demand in men's woolen suits. Now, it is for the women to do their share and get back of this movement and if possible, launch their own campaign to further the use of wool in women's wear.

An excerpt from Associated Wool Industries items is as follows: "Wool has always been one of fashion's favorite fibers. Smart women the world over hold wool in high esteem . . . their wardrobes always include beautiful apparel of wool for town and country, for travel, for active and spectator sports and for more formal affairs. Wool is versatile . . . there are ideal fabrics for every season and for every occasion. Men and women who know style prefer wool."

Your Correspondent.

Comment of an Oregon Wool Man on Sheep Affairs

To the Editor:

For something like 30 years I have been paying dues as a brother-in-law member of the Oregon Wool Growers Association, and thereby I am favored with receiving the very creditable publication, The National Wool Grower, which I read regularly and generally with approbation; sometimes with a grin and sometimes with a frown.

I am now almost startled with receipt of a letter from your office captioned—Do You Read "Around The Range Country." Well I surely do. I

realize of course that the said letter is a mimeograph and in the very nature of things is intended for a sheepman actually operating on the range. Just how, unless drawn by lot, it is a puzzle how one was sent to me. However, and this may be to your surprise, I am thoroughly competent to answer some of the questions. I have tried to answer all of them, not that its worth a cuss to you, but to indicate that I am willing to accommodate. Now some of the answers may be taken as close to being 100 per cent right, for they have been noted after calling some two or three loan companies, who are considerably in the sheep business, whether they admit it or not,—but anyway their interests compass just about every county of the state.

To elaborate a bit. No lambs are being sold or contracted at the present time (July 24). Reason—drop in the market.

No breeding ewes are moving at this time. Transactions for ewes are usually for fall delivery. I have a hunch that there will be considerable activity in ewes when they come out of the mountains. Extra good fall feed prospects and lots of hay will be governing factors. Yearlings for fall delivery can find a market now. Price will be governed considerably by the final price and movement of lambs. Nine dollars can now be had for a limited number of yearlings for fall delivery.

Very little wool is changing hands. Only a small lot changes hands from time to time. Buying is supposed to be on a 90-cent, clean, Boston-landed, basis. Actually the price paid is about 90 cents Portland. Some mixed, bulk crossbred lots have sold for topmakers' account, at 32 and a fraction more—clean cost of these difficult to figure. Growers generally are willing to hold. About six million pounds of unsold wool is now in Portland warehouses. About two million still in the country.

The last paragraph of your form letter opens the door wide. But I will not go through all the way. But some comment I want to make. In particular to your splendid and very well-timed editorial, Price Forecasts, on first page of the July issue of the Wool

Grower: You are exactly right. You write sanely, yet positively on a subject too frequently permitted to be passed by. It was several years ago when the U. S. Department of Agriculture published comments and supposedly statistics on stocks of wool on hand and particularly on conditions and stocks in foreign countries. They were all cockeyed and it resulted in a slump in the market whereby dealers and growers lost out. You will probably recall when a few years ago they missed the Texas production by 11,000,000 pounds. Personally, I have long refused to pay any attention to most governmental predictions or forecasts. They may have a whole flock of very bright young men working on, and getting all this dope out, but experience has taught me that as a rule it isn't worth a darn and more often can do harm rather than good. The fellow who has all his capital and most of his credit at stake can come a whole lot nearer knowing What's What.

Well, I have partially covered only one item in your publication. Farther back in the issue there is some dope that I might take issue with. But it bothers me not at all. But I am glad that the incident of receiving your form letter gives me the privilege of dropping you this personal line. You have a rather difficult job. To it you have been very faithful, and I have often thought how regrettable it is that there is not a more hearty and substantial support to you and your organization. I know and believe that most of the leaders in your organization want to be fair and constructive. I know that you personally do. I have often thought that where there were differences or problems between growers and mills or dealers that most problems could be ironed out by an across the table discussion. Resolutions are frequently necessary but too often they are but gestures and of no effect other than to appease the vanity or grouch of some individual or group. There are real problems, and these, I believe can be met and solved, better by a friendly and understanding conference by fair individuals from each

side of the problem. For after all we are all pretty much tied together with mutual interests; certainly in the same boat sailing a not too smooth sea.

As I have said, you have been very faithful to your organization and its best interests. You command confidence and respect of all who know you and your keen ability is recognized. Personally I always wish you well and am glad to have this opportunity to extend kindest regards and best wishes. Portland, Oregon Frank A. Clarke

The Wool Clip of 1937

THE preliminary estimate of the quantity of wool shorn and to be shorn in 1937 is 367,359,000 pounds, according to the Bureau of Agricultural Economics. This is about 7,000,000 pounds, or about 2 per cent, more than in 1936 and practically the same as the 5-year (1931-1935) average.

The larger production in 1937 compared with 1936 was a result of both a larger number of sheep shorn and a larger average weight per fleece. The estimated number of sheep shorn in 1937 was 46,221,000 compared with 45,663,000 in 1936. The average fleece weight was 7.95 pounds in 1937 and 7.89 in 1936.

The production of 101,200,000 pounds of wool in the native sheep

states was about 2,500,000 pounds larger in 1937 than in 1936. Although the number of sheep shorn was smaller in 1937, the larger average fleece weight resulted in more wool.

The production of 266,200,000 pounds in the western sheep states was about 4,500,000 pounds larger in 1937 than in 1936. The increase in these states was a result of the larger number of sheep shorn, as the average fleece weight this year was a little smaller than last. Excluding Texas the production of western wool was about 6,500,000 pounds smaller this year than last. The large increase of over 11,000,000 pounds in Texas brought the total in that state to 75,500,000 pounds, which is more than one fifth of the total United States production of shorn wool.

This preliminary estimate of 1937 production of shorn wool includes an allowance for fall wool to be shorn in Texas and California and for wool to be shorn during the entire year at commercial feeding stations in a number of middle western states.

The accompanying table shows the estimated wool production, weight per fleece, and number of sheep shorn in 1935, 1936, and 1937, in the thirteen western states, the 35 native states, and the United States. The forecast of wool to be shorn in the fall of 1937 in Texas and California, and the amounts shorn in the fall of 1936 are also shown.

Wool Shorn in 1935, 1936, and 1937

State	Wool Production			Wt. per Fleece*			Number Sheep Shorn		
	1935	1936	1937*	1935	1936	1937	1935	1936	1937
	Thousand pounds			Pounds			Thousand Head		
South Dakota	9,217	10,248	8,532	8.2	8.4	7.9	1,124	1,220	1,000
Texas	19,220	64,265	71,138	8.2	8.2	8.0	7,222	7,790	9,390
Montana	32,712	29,351	26,640	9.4	9.3	9.6	3,480	3,156	2,771
Idaho	18,567	17,600	19,014	9.0	8.8	9.4	2,063	2,000	2,000
Wyoming	30,153	29,952	30,070	9.5	9.6	9.7	3,174	3,120	3,100
Colorado	12,216	13,062	12,849	8.0	8.4	8.2	1,527	1,555	1,507
New Mexico	16,030	15,904	15,394	7.0	7.1	6.9	2,290	2,240	2,231
Arizona	4,779	4,536	4,286	5.9	6.0	5.8	810	756	739
Utah	19,125	19,488	19,221	8.5	8.7	8.6	2,250	2,240	2,235
Nevada	6,256	6,318	5,672	7.8	7.8	7.9	802	810	714
Washington	6,556	6,119	5,652	9.3	9.3	9.1	705	658	622
Oregon	19,688	17,957	17,501	8.7	8.6	8.6	2,263	2,088	2,011
California	26,462	26,897	25,879	7.5	6.9	6.8	3,533	3,911	3,822
WESTERN STATES	260,981	261,697	266,248	8.35	8.30	8.23	31,243	31,544	32,510
NATIVE STATES	103,682	98,630	101,111	7.27	6.99	7.29	14,254	14,119	13,871
UNITED STATES	364,663	360,327	367,359	8.02	7.89	7.95	45,497	45,663	46,221

*Preliminary.

*For Texas and California the weight per fleece is the amount of wool shorn per sheep and lamb shorn during the year. Fall wool in Texas is estimated to be 10,400,000 pounds for the fall of 1937 compared with 8,565,000 pounds in the fall of 1936; in California 3,619,000 pounds in the fall of 1937 compared with 3,937,000 pounds in the fall of 1936.

THE LAMB MARKETS

Chicago

LIVE MUTTON trade, especially the lamb phase, is as nervous as a rabbit's nose, has been that way all summer and is, apparently, charted to pursue a similarly erratic course until the western crop is in. What will happen thereafter is unpredictable. Sudden and wide fluctuations, in both live and dressed markets, are the rule. The yarn about Finnegan's hand car, "off again on again," is descriptive.

During July top lambs dropped under \$10, reacting to \$11.60; wholesale dressed quotations varied \$3 to \$4 per hundred. During the week ending July 17 the Atlantic seaboard dressed market came to a standstill, for which a heated spell was responsible; a week later meat rails at New York were bare. Erratic loading of Kentucky, Tennessee and Virginia stock has had much to do with that trouble and was largely responsible for alternating snappy and drowsy sessions.

With eastern and southern lambs practically out of the way, the trade is sanguine of at least a measure of stability, yet skepticism exists. Possibly the top will react to \$10 at Chicago although recovery will be prompt. A huge crop of natives in the corn belt states is getting ready for the butcher; when this supply becomes available, Iowa packers will not be under the necessity of journeying to Denver and Ogden to replenish their coolers, which happened during July, when eastern lambs were out of their reach.

The July market may be dismissed with a brief paragraph. It did not live up to its advertisement; started promisingly, cracked in the middle, and staged an encouraging comeback toward the close. Calamity invaded the sheep house during the second week, when prices broke 75 cents to \$1 on a single session, \$1 to \$1.75 during the week. Previously quotations were gradually working higher; on the crash

lambs worth \$11 went to \$10.25, choice 82 to 85-pound Idahos going over the scales at that figure. Yearlings dropped to \$8@8.50. When the country promptly resorted to the expedient of curtailing supply, the clouds rolled by and the last week established \$11.25 as the popular figure for westerns and up to \$11.60 for choice natives, with yearlings at \$9@9.50. Even the ratty ewe market went on a \$4.50@5.25 basis. This recovery, however, did not restore the trading basis of the first week of July when top lambs reached \$11.75; 83 to 86-pound Idahos sold at \$11.50, packers buying their share at \$11.25@11.75, against \$9.75@10 at the low point.

But if the live market ran wild, dressed trade performance was even more erratic. On July 13 when the New York wholesale market closed in clamlike fashion, being reported at a standstill, a movement was impossible at 19 to 20 cents for choice carcasses; during the final week the rails were cleared at 22½ to 24 cents, Kosher "fores" selling at 24 to 26 cents. On that basis, the market was active. For the slump two reasons were assignable; one, the torrid spell, the other heavy receipts of eastern live lambs at the Atlantic seaboard. To aggravate a bad situation a seasonal run of shad up the Delaware set the entire population down that way to eating fish.

No precedent exists for the present spreads between ovine, bovine and porcine values. Late in July when top lambs stopped at \$11.60 in Chicago, choice steers scored at \$17 and hogs passed \$13. A search warrant is not necessary to locate a reason for this apparent puzzle as, owing to a short corn crop, finished cattle were scarce and hog slaughter was reduced to 50 per cent of its volume during the corresponding period of 1936. Even grass and short-fed steers, costing \$10.50 to \$14, sold out of line with lambs, packing sows maintaining a parity

price. At all times lamb supply was either adequate to trade needs, or in excess, while cattle buyers ran their horses lame in an effort to fill orders, and eastern shipping orders for light hogs frequently cannot be filled. The situation thus developed merely emphasizes the fact that up to a certain volume lamb does not encounter sales resistance; above that line urgent demand disappears, necessitating bargain sales, as the commodity is highly perishable. A slump in the dressed market kicks right back to the stock yards.

However, killers are not squawking as they are getting satisfactory prices for pulled wool and slats and have been able to wholesale the bulk of their lambs in a range of \$18 to \$22 per hundred, common carcasses selling at \$16 to \$17. Yearling carcasses have wholesaled at \$15 to \$17, every pound of that product going over the retailers' counter in the guise of lamb. Mutton carcasses sell at \$8 to \$11 in Chicago, \$8.50 to \$12 at the Atlantic seaboard, figures that indicate profitable conversion of \$4 to \$5.50 ewes. Wholesale prices are practically at the same level as in 1936 when \$10@10.75 was the live lamb market, ewes then realizing \$3@3.75. At that time \$8.50 stopped choice long-fed steers and \$11 was the limit on hogs.

At present lamb is the cheapest meat on the consumer's buying list. Steer carcasses costing \$18 to \$23.50 now were then quoted at \$11.50@15. Pork loins, then \$17.50@23, are now \$22@31. This bolsters contention that lamb is not getting its share of the play, or enjoying what should be coming to it, in a commodity sense, in view of high prices and scarcity of other finished product.

The shibboleth "Eat More Lamb" evidently needs vociferation. When "hot dogs" retail at 35 cents per pound and the ordinary round steak of commerce is eligible to 50 cents, a 30-cent leg of lamb is not properly evaluated.

CROSSBRED RAMS

We are offering several hundred Lincoln-Rambouillet Crossbred Rams for sale. Both one and two-year olds.

These are the ideal white-faced mutton lamb producers. White-faced ewe lambs from these rams will always bring a premium for range ewes.

C. R. TINTINGER SHEEP CO.
CASCADE, MONTANA

SUFFOLKS

My offerings in the National Ram Sale include:

- 1 Stud Ram
- 1 Pen of Five Registered Rams
- 1 Pen of Ten Lambs

Other Rams of High Quality for Sale at Home Ranch.

GEORGE B. MANN

Woods Cross, Utah
INSPECTION INVITED

ALBERTA SUFFOLK SHEEP BREEDERS**Offer**

Outstanding Stud Rams and High-Class Breeding Ewes. Quality beyond Question. Also Car Lots Supplied.

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TENTS

WAGON COVERS
HORSE BLANKETS

Anything in Canvas

Write for Catalog

SMITH & ADAMS CO.

225 Edison St. Salt Lake City, Utah

Other meats, with scores of outlets, have a distinct advantage. Millions of pounds of beef are barbecued at roadside eating joints, an incredible quantity of ham finds the same destination, and sausage distribution is enormous, steadily increasing. In none of these outlet channels has lamb found a place, although it makes excellent barbecue meat. Evidently a modicum of education would furnish relief.

As it happened, cattle and hog prices soared \$2 to \$3 per hundred, while lambs broke \$1, creating an obviously out-of-line condition which has yet to be remedied. The sheepman's problem is consumption rather than production, slaughter figures indicating that production is running ahead.

At this juncture the trade is not exuberantly optimistic, a jumpy market looming ahead with possibility of fat lambs and feeders selling close to parity. By mid-August eastern lambs will be out of the way, concentrating visible supply in the corn belt and the Northwest, with a delegation from Texas. Idaho, Oregon and Washington were in the saddle late in July, a free movement from these sources being scheduled for August and September. The Southwest, with the exception of Texas, is in, but the latter is an unknown factor. During July, Fort Worth handled thousands of Texas farm-grown lambs, moved by truck and what may be categorized as a new deal is free marketing of springers from the San Angelo area. Texas has been a heavy contributor to the lamb and mutton supply this year and is figuring conspicuously in feeder supply, sending a continuous procession of lambs and yearlings to Illinois, Indiana and Ohio. Around 600,000 head of the 1937 crop have been contracted to go to the corn belt at \$5.50 per head, traders buying them on that basis to resell by the pound.

A somewhat hazy feeder market is rapidly developing. Colorado, Indiana and other winter feeding sections have already contracted heavily at \$8.50 "straight across," feeder ends working to a parity. Seventy-five per cent of Montana's export is under contract at \$8.50@8.75, the Holly Sugar

FOR SALE

**Sheep Outfit Good for 5000 Ewes
The Year Round**

For Price and Particulars,

Apply to:

WALTER HANDLEY
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Ranch For Sale

Best improved ranch in Northern Montana. 5600 acres deeded land, 3000 acres lease land, 600 acres under cultivation.

BOX E

SWEET GRASS, MONTANA

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800 Pure Bred Suffolks

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Will Sell Any or All—
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CATTLE RANCH FOR SALE

In central Montana, Fergus County, at the junction of the Judith and Missouri Rivers, a famous frontier ranch of the early days; 12,000 deeded acres, like number of state leased range, unlimited outside range, all under fence, fully stocked, capable of carrying 5,000 head, abundance of free water, open ditch, irrigates enough alfalfa and grain to winter stock; highly improved, fine house with modern features, lights and water, barns and corrals. This would make an ideal sheep ranch. Must be sold by trustees of estate.

For full particulars write

CARSTENS PACKING CO.

P. O. Box 1636 Tacoma, Washington

NATIONAL RAM SALE

August 24-25

UNION STOCK YARDS

Salt Lake City

Company has taken 72,000 Wyoming lambs at \$8.50@8.75 and an Iowa distributing concern is well supplied at \$8. Stock cattle are high, lambs marketed during the latter part of last winter paid out lucratively and early inquiry is broad. Half the correspondence reaching this desk concerns probable prices and availability of feeding lambs; millions could be put out on contracts not involving investment. A bumper corn crop is certain, summer and fall pasture is luxuriant, an enormous acreage of soy beans must be fed up and an incredible quantity of oats and barley, together with considerable inferior wheat will go to feed bunkers by the grinder route. Prediction that fat and thin lambs will sell at a parity is not an iridescent dream. Evidently the crop will be sold up at an early date.

Despite an erratic fat lamb trade a producer furor, fostered by government agencies, agricultural extension agents and county farm advisors, is in full swing. At Louisville, Kentucky, traders are grabbing ewes at \$12.50, taking them south to peddle at \$15. This season's wool and lamb sales have filled midsouthern bank coffers with mazuma, bankers taking sheep purchase papers currently without endorsement. The Carolinas, Virginias, Tennessee, Kentucky, Alabama and Georgia are sheep conscious; Missouri and Arkansas are in the same psychological condition.

"I sold my wool at 48 to 50 cents; lambs anywhere from \$11.50 to \$14 this year and I am a plunger," said a Shenandoah Valley man the other day. Returns of \$15 to \$20 per head per ewe are reported in that quarter, beating a Ponzi prospectus. Aged ewes, four to five years, are selling at \$7 to \$8, farmers pouncing on anything likely to raise another lamb and yield a package of wool. The game has been furnished additional inspiration by the government conservation plan which is enabling farmers to run flocks on grass and collect \$10.50 per acre as a bonus from Uncle Sam. The entire western sheep-growing region is being ransacked for ewes, any age from yearlings to broken-mouths.

Ephraim Progressive Rambouillet BREEDERS

See Our 1937 National Ram Sale Entries



At the 1937 Ozona (Texas) Ram Sale, our studs averaged \$179.00, and one of them brought the highest price of any Utah ram in the sale.

F. R. CHRISTENSEN
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Use Suffolk Rams

FOR WEIGHTY, UNIFORM, ATTRACTIVE LAMBS



This group of rams bred by J. R. Keeble & Son, Brantham, England.
Our chief stud ram is from this flock.

Our consignment at the National Ram Sale will include fifty registered yearling rams—mostly sired by imported rams.

HOWARD VAUGHN

Dixon, Calif.



Our 2 stud Rambouillet rams entered in the National Ram Sale. The two-year-old (G.F. 368, left) was Reserve Champion at the 1936 Chicago International.

The yearling (G.F. 498) was in the first-prize pen of three lambs at Chicago.

At the 1936 International, with 7 flocks showing, we had Reserve Champion Ram, Champion and Reserve Champion Ewe, second on aged ram, first on yearling ram, ram lamb, pen of 3 ram lambs, yearling ewe, ewe lamb, pen of 3 ewe lambs, get of sire and flock.

At the Portland Show last year, with 4 flocks showing, we had Champion Ram, first on aged ram, yearling ewe, flock, pen of 3 ram lambs, pen of 3 ewe lambs, get of sire, and produce of ewe.

GLENWOOD FARM

ROUTE 5, BOX 114

GODFREY PRIDDY, Mgr.

PORTLAND, OREGON

The American Rambouillet Sheep Breeders' Association

(Incorporated in 1919 under laws of Ohio)

Organized in 1889

Over 350,000 Rambouillets Now on Record

Membership Fee \$10.00

American Rambouillets are dual purpose sheep, producing an excellent quality of both wool and mutton.

In addition to playing a most important part in the sheep industry of the United States, they have been exported to nearly every country in the world.

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For history of the breed, list of members, rules, pedigree blanks, etc., address the Secretary.

W. S. HANSEN

Breeder of Registered Rambouillet Sheep.
COLLINSTON, UTAH



Our Undefeated Grand Champion Ewe

American Corriedale Assn.

The best breed for combined lamb and wool production.

Association organized in 1915. Membership fee \$10. Registration fee 50 cents.

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For Booklet Address the Secretary

All this means added competition for western lamb raisers. In packing circles prediction is made that the South will, during the ensuing half decade, develop a lamb-growing industry of such proportions as to subordinate western production. Curtailment of cotton and tobacco acreage, reclamation of eroded land and lining the pockets of the southern farmer with moderate wealth are the objectives.

Ahead lies the perilous period of the lamb marketing season. Lambs should be worth \$12 to \$13 per hundred now, to be anywhere in line with the other species. Consensus of opinion is that they will not make the grade. Every upturn will encounter stubborn resistance; breaks will develop buying power. The market can "come back."

J. E. Poole

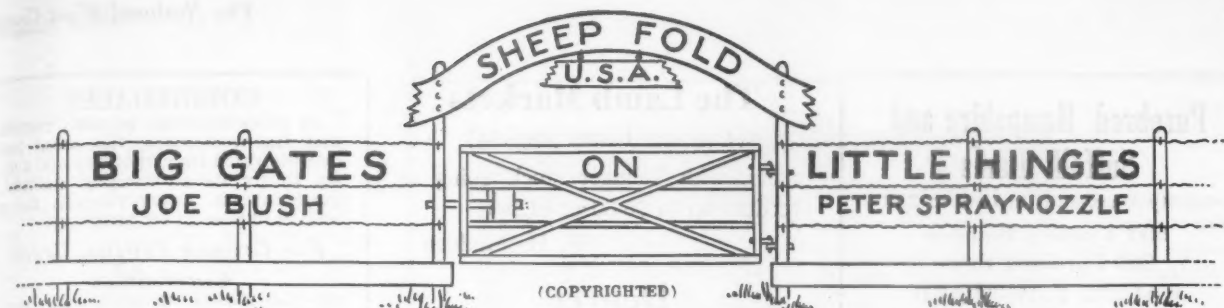
St. Joseph

RECEIPTS for the month of July were approximately 58,700 compared with 75,392 in June and 60,608 in July a year ago. Western receipts, which totaled 21,225, included 10,493 from Idaho, 4,557 from Oregon, and 3,006 from Texas. The run from local territory was around 37,500.

The lamb market was very uneven during the month, showing a full dollar advance the first nine days, the top reaching \$11.25, but this was followed by a sharp break, with the top dropping to \$9.50 on the 20th. With the lighter receipts the last ten days values showed a good advance, best natives bringing \$11 with bulk of good to choice kinds \$10.50@11.

No westerns were offered on the extreme close, but choice kinds were quoted to \$11 or higher. A few lots of feeders sold the latter part of the month from \$8.50 to \$9.25. Aged sheep also showed some improvement in prices. Yearlings closed around \$1 higher, with older sheep about 50 cents up. Clipped Texas yearlings sold up to \$8.75 near the month's close, and odd lots of natives and westerns reached \$8.50. Two-year-olds were quoted up to \$6.50, and old wethers \$5@5.50. Fat ewes were selling up to \$4.50 to

(Continued on page 36)



"Let there be light" that we may see—The beauty of our neighbor's tree.

"Let there be light" that we may know—The fragrance of our neighbor's rose.

"Let there be light" that we may join—Our neighbor in his evening song.

"Let there be light" und in its glow—We'll help our neighbor hoe his row.

"Let there be light" und may it be—The light of love that shines through Thee.

"LET there be light," Joe Bush says, is the most important declaration in the story Moses has given us of the creation. "Let there be light" und there was light. The sun, the moon und the stars, und all creation, with the exception of man und the lightning bug have been able through all time to get along on the light furnished by the planets.

The lightning bug vas equipped vid his tail light by nature. Man invented the torch, the floating wick, the candle, the lamp. But it vas the invention of the lantern that made him the night prowler he has grown to be. Man did not like the idea of carrying his light so he invented the incandescent light, harnessed the water power, generated electric energy, spun a web of wire, und now there is no darkness any more, anywhere, just here und there an absence of light.

Joe Bush says looks like man should learn und understand more und more of the power of light on human understanding, the warmth, the radiance of light, how it drives out misunderstanding, ignorance, jealousy, fear—just shadows, all of them, phantasms of darkness that hide from light as hate hides from love.

"Let there be light," Joe Bush says vhen man will "set his light on a hill" und by its light mine the hearts of men for the gold of friendship; vhen in the light of a better understanding of vhat is meant by justice, men vill want to temper justice vid mercy, follow the precepts of the Master, write the faults of others in the sand, und render their decisions more in keeping vid His "Go und sin no more." Then, und not until then (as is written in the 4th chapter of Micah), "they shall sit every man under his vine und under his fig tree; und none shall make them afraid. Neither shall they learn war any more."

"Let there be light," Joe Bush says that vhen man can see that which is the possession of another, admire vid out coveting, vid out envy, vid out jealousy, mean small traits of humanity born not of light or love, but born in darkness, sired by hate, nursed at the breast of greed; turn the light on those traits that only worry and fret humanity und Joe Bush says they will slink away. They are creatures

of darkness that make for disturbances in the home, discord in the neighborhood, und plunge nations into war.

"Let there be light" that we may see in this great country of ours that there is no lack. For each und all there is enough, vhen each und all vill be contented vid enough—great flocks und herds, und crops that grow on twig und vine, great fields of wheat und corn, orchards vid fruit trees that number millions in their count.

"Let there be light," that we may see that it's the many little things that make our country great: small farms und orchards, small homes in little towns. Names of men today unknown come from those small homes und little towns und write their names on the pages of tomorrow. They build the highways of steel und concrete over which flows the restless tide of human migration und the product of farm, factory, mill und mine.

"Let there be light," that man may see und appreciate that in the most important things there are in life, man can only look und wonder und marvel. Man cannot help or hinder the seasons as they come und go at the proper time und period of their usefulness, uniting all the subtle elements of nature, bringing to their full perfection the fruits of twig und vine, providing grain und pasture for the increase of flocks und herds—und then vhen winter comes closing her gates vid bars of frosted silver, nature rests und under fallen leaf und drifting snow, blossoms sleep und dream und wait the first solicitations of another spring.

"Let there be light," Joe Bush says that men may know:

That the test of a man is the fight that he makes
Und the grit that he daily shows
The way that he stands on his feet und takes
Fate's numerous bumps und blows.
A coward can smile vhen there's nothing to fear
Vhen nothing his progress bars;
But it takes a man to stand up und cheer
Vhen the crowd would razz him und jeer.

It's the knocks you get—und the jolts you get
Und the shocks that your courage stands,
In the hour of sorrow und vain regrets
Vhen the prize slips out of your hands
That tests your metal und proves your worth.
It isn't the blows you deal
But the blows you take as you try again
That show if your stuff is real.

(Editor's Note: The above is printed in the style used by Peter Spraynozzle in his weekly broadcast from Salt Lake City for the Original Utah Woolen Mills.)

Purebred Hampshire and Suffolk Rams

Quality Unexcelled in Lots to Suit

600 Yearling Rams—
200 Purebred Ewes

WALTER P. HUBBARD
Junction City, Oregon
and

Box 955, Fresno, Cal.

THE AMERICAN SUFFOLK SHEEP SOCIETY

MERITS OF SUFFOLK SHEEP

Early maturity, hardiness, lean meat, and fecundity. Suffolk rams are excellent for crossing. Produce high quality market lambs at early age.

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For History of the Breed, List of Members,
Pedigree Blanks, Etc., Address the Secretary.

HAVE YOU ANY SPARE MONEY?

Maybe that's the normal condition of your finances—spare. In that case you are not a successful SHROPSHIRE sheep breeder.

Your lambs do not bring "better than the top price" when you market them. Would you like to have a free copy of "Shropshires, Why?"

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The Lamb Markets

(Continued from page 34)

killers, with younger stock going as
breeders up to \$6.00 or higher.

H. H. Madden

Denver

LAMB PRICES advanced at Denver
during the month of July. At the
close values were 50 to 75 cents higher,
with ewes strong to 25 cents up. Trade
was active from day to day and good
clearances were made daily.

Bulk of the month's offering came
from Idaho, with a sprinkling of lambs
from Oregon and odd shipments from
other states, including Colorado. Re-
ceipts totaled 196,433 head, compared
to 241,140 received during July, 1936.

Eastern demand was strong, a
marked increase in the number of
lambs sold to go to Atlantic Coast and
interior Iowa and Minnesota points
being noted as compared to July of
last year.

Good fat lambs were selling at Den-
ver at around \$10.60 early in July.
The market advanced until choice west-
ern lambs were selling up to \$11.25 on
July 8. The market declined during
the mid-month sessions, but late ad-
vances took best western lambs to
\$11.15 at the close of the month while
native lambs sold up to \$11.35.

Several hundred carloads of Idaho
lambs sold at Denver during July at an
average price for the entire month of
\$10.07, while the Oregon lambs here
in July averaged \$10.18.

Fat ewes were selling at Denver at
the close of the month at \$4 to \$4.60,
with fair kinds bringing \$3 to \$3.75 and
plain ewes down to \$2.

Feeder lambs found good outlet dur-
ing the latter half of the month, with
better kinds selling at \$9.25 to \$9.50
and up to \$10 for fleshy kinds. Early
in July desirable feeder lambs sold at
\$8.75 to \$9 and up to \$9.25 for the
better kinds.

The demand for feeder lambs is ex-
pected to be good on the market dur-
ing the fall months. Shipments were
made to eight states—Iowa, Indiana,
Kentucky, Illinois, Colorado, Minne-

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In cross-breeding, on both mutton
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good carcass, heavy valuable fleece
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Pure Bred Live Stock Record Bldg.
UNION STOCK YARDS CHICAGO, ILL.

sota, Nebraska and Missouri for fattening during July.

In the July receipts at Denver were 158,000 from Idaho, 22,000 from Oregon, and 11,000 from Colorado, with smaller shipments from Wyoming, Utah, California, Nebraska and Nevada. For the year to date Denver has received 595,000 sheep and lambs from Colorado, 395,000 from Idaho, 118,000 from California, 97,000 from Utah, 33,000 from Oregon and 26,000 from Wyoming.

The 1937 receipts at Denver to August 1 total 1,287,000 head, compared to 1,339,000 head received at this market during the same period of 1936.

W. N. Fulton

Omaha

PROBABLY the best evidence of the uncertainty in buyers' minds as to what's ahead in the lamb market has been the erratic course which prices have followed of late. With a range in daily tops of all the way from \$11.50 down to \$9.60 during the month, including two or three slumps of 50 cents or more and one break of a dollar in a single day, the surprising thing was that the month's trade actually wound up a little higher than it had been at the end of June. Tops late in the month were a little below the high point, ranging up to \$10.75.

About the only logical explanation for this rather befuddling situation was that there were two or three times when temporary supplies bulked heavier than prevailing price levels could stand. But the encouraging thing was that after each sharp drop, receipts both here and at other markets were curtailed sharply, and prices staged an almost immediate comeback. Total arrivals for the month at the seven leading middle western markets fell just a trifle short of a year ago.

On the demand side, the trade had all possible encouragement. Both beef and pork were advancing, which should have had a favorable influence psychologically, if not actually. Wool prices remained at satisfactory levels, too, showing an encouraging tendency to



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GOWDY WILLIAMSON, Secretary
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SALT LAKE CITY

firm up after having sagged a little earlier.

Another helpful factor, which probably will become an even greater influence as the season goes along, was the healthy demand for feeders. Early shipments from the Idaho and Wyoming ranges, which made up the bulk of the month's western run, did not include any large proportion of thin lambs. Probably the trade would have been healthier if the supply had not run quite so strongly to slaughter stock, for with the corn crop all over this area making continued satisfactory progress and a decided drop in feed grain costs virtually assured for the later fall and winter months, the scramble for thin lambs and feeding

and breeding ewes already has become a merry one. Even the sharpest slumps in fat lamb prices failed to jar feeder levels one whit. On the contrary feeders strengthened gradually and closed at the peak with the good feeder lambs at \$9.25 to \$9.50, compared with a top of around \$9 a month ago. Yearling breeding ewes commanded \$8 to \$8.75, and the older ewes that had breeding possibilities sold from around \$7.75, down to \$5 for aged kinds. Fat ewes also closed at the month's peak, or from \$4.50 down.

As was intimated at the start, there is still uncertainty as to what to expect the remainder of the season. Arrival of the early lambs was delayed, of course, by the late spring, but

whether that will also be true of later lambs, dropped in May, remains to be seen.

Feed conditions in most of the important western sheep-growing states have been favorable all summer, and the trade does expect a big share of the crop to come in killer flesh. But if that expectation is fulfilled, it is entirely likely that some fairly fleshy lambs will go back to the country to supply the broad demand for feeders. Undoubtedly, feeder prices will serve as a prop to the fat lamb trade if the slaughter division should develop weakness. The feed situation in most of the feeding areas is the best it has been in four years, and in addition to that, the fact that most of the lambs fed out

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profitably this past year gives feed-lot operators an added incentive to stay in the game this season.

Byron P. Demorest.

Kansas City

AFTER fluctuating in a \$2 range the lamb market closed July an even \$1 higher than the June close and \$2 higher than the low point of the month. A very uneven and erratic market prevailed during the entire period. As much as \$1 price changes were recorded on a single day and 25 to 50-cent swings were daily occurrences. The month started with \$10.50 top, rallied 75 cents in the next few days and then, with varied 25 to 75-cent breaks and rallies, dropped to \$9.25 at the beginning of the third week. In the next ten days quotations were raised \$2 to bring a closing price of \$11.25, to record the high point and a \$1 net advance for the month. Extreme fluctuations were the most adverse condition in the market, but regardless of these, prices averaged the highest in any July since 1929.

Native offerings made up practically the entire supply. They were materially short on finish and in many cases were final shipments for the season. The strengthening influence in the late trade was a material decrease in receipts. July receipts were the smallest of any month this year and the first month this year that the supply has fallen short of the corresponding period last year.

In a general way the July market should not be considered as a criterion for the range lamb market, which will not have been tested until in August, when the first straight rangers are expected. After the ordinary condition that has shown on native lambs for the past sixty days, fat range lambs will look very attractive to the entire trade.

Very few mature sheep were offered during the past thirty days. Shorn yearlings brought \$7 to \$9, the high point being reached on the close. Fat ewes at the low point of the month sold at \$3.50 down, but towards the close they were selling at \$4 to \$4.25.

The supply of fat ewes was unusually small for July. Evidently corn belt farmers are holding onto everything that has a lamb prospect. Also, killers do not expect very many fat ewes in the fall range movement as good holding conditions are said to prevail.

The feeder-lamb situation is holding a position of interest in the corn belt states. At the beginning of August, crop prospects are the best in a number of years past. The corn crop will be a billion bushels larger than last year. Large roughage crops are available also and an immense acreage of winter wheat will be sown this fall. The supply of livestock to consume this feed is short of normal. There was no increase in the spring pig crop and the fall pig crop will be even smaller than last year. It is up to cattle and lambs to consume the feed. Thin cattle are now the highest in more than eight years. The few native breeding lambs offered the past weeks brought \$8 to \$9. With an abundance of feed and a large per cent of the range lambs reaching killing flesh by shipping time, it looks as if feeding lambs will be comparatively scarce and high in price. Lambs contracted at \$7.50 to \$8.25 f.o.b. loading points look cheap. Trade opinion is that active buying of thin lambs will prevail at markets during the entire fall season.

July receipts in Kansas City were 67,654 compared with 69,824 in the same month last year and the smallest in any July since 1904. Owing to material increases in preceding months this year, the total for the seven months, 980,752, was 228,295 larger than in the seven months last year and the largest in any similar period since 1933.

C. M. Pipkin.

Ogden

A QUICK pick-up was evident in the lamb trade during the first part of the month of July after a breath-taking plunge in the last few days in June when the top price descended to around \$10 a hundredweight. Not even waiting until after the Independence Day lull had subsided, the

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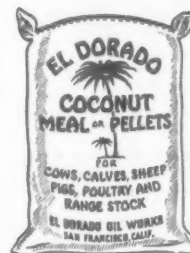
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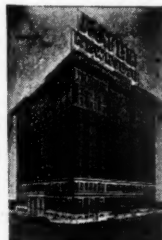
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OTTO R. MAAS, Manager

market experienced a sudden revival and climbed 60 cents above June's closing price to \$11 by July 4. Four days later it reached a first half peak of \$11.20 from whence it quickly descended to \$9.40 and did not revive until at the end of the third week when we find a price of \$10.25 existing. From then on until the latter part of the month the general tendency has been upward and the last reported price on choice quality lambs stood at \$10.75.

With beef and pork products reaching unprecedented heights, hogs bringing \$13 on the present market and fed cattle ascending to \$16 at Denver, it seems likely that meat buyers will turn to other products, lamb being one of these. If these factors should have an influence in increasing the demand for lamb and mutton, what of the supply? According to latest figures available, the 1937 crop will be figured about 3 per cent short of the year 1936, although 2 per cent above the five-year average, in 13 western states. This decrease took place chiefly in early lambs which are marketed before August 1, later supplies being fully equal to or greater than in 1936 for the same time. Thus we have what appears to be forces working towards an increased consumption with supplies slightly decreased, and these are factors which strengthen the lamb market.

The prospect for increased feeding continued to hover around and it seems certain that the demand for feeders will be stronger than for many years. Some feeders have changed hands at \$8 to \$8.50, while a large number were recently sold in Wyoming at \$8.75 for delivery in October. The corn belt is bound to produce strength in the feeder market with much more favorable conditions than in recent years and with cattle attaining record altitudes many corn-growers are considering the feeding of sheep as the more profitable venture.

Receipts for July were approximately 320,000, estimating the inbound shipments during the last two days of the month, as compared with 299,724 in July of 1936, increases being recorded from Idaho, Oregon and Nevada, with a slight decrease from Utah.

D. F. Estes

Idaho Lamb Pool Operations in June

THE following report was issued on July 8 by E. F. Rinehart, Extension Animal Husbandman of the University of Idaho, on sales of farm lambs during the month of June:

There was much variation on the market during June. Farm lambs were marketed rather extensively. The number of Idaho farm lambs reported from the market was 15,723, of which 13,915, or 88.5 per cent, sold as fat lambs and 1808, or 11.5 per cent, as cut backs, part of which went to the packer as seconds, and part to the country as feeders. June is somewhat of a slow month in the feeder trade, the packers buying the majority of the cut-back lambs.

Fat lambs started off early in the month with prices comparing favorably with the May prices, selling at \$11.50 to \$12 per hundred on the market. Throughout the month there were slumps during which they sold at \$9.25 to \$10. The average of all the Idaho top ranch lambs was \$11 per hundred. The average market weight was 79 pounds, bringing an average price of \$8.68 per head.

The cut-back lambs averaged 72.7 pounds on the market, bringing an average of \$9.17 per hundred, or \$6.67 per head. Farm shipments included 687 wethers which sold at an average weight of 98.7 pounds and brought an average of \$7.85 per hundred, or \$7.75 per head.

Included in the shipments were 728 ranch ewes, averaging 137.4 pounds, with an average market price of \$3.07 per hundred, or \$4.23 per head.

A comparison of the Idaho farm and range lambs marketed in June is tabulated as follows:

	Farm Lambs	Range Lambs
Number of lambs	15,723	123,679
Per Cent fat	88.5	94.0
Per cent cut-backs	11.5	6.0
Av. market weight	78.3	81.1
Av. price cwt.	\$ 10.79	\$ 10.90
Average price head	8.45	8.84

Some criticism on lack of uniformity of the farm lambs as to type, conformation and finish, was made of our June shipments. A little better breeding and more care and attention would be of financial benefit.

Several pools are confronted with having old, mature lambs that are not fattening properly. In one pool these lambs are being weaned, kept up in shady places and fed hay and grain during the day, being turned onto pasture only over night. Some flock owners are experimenting by shearing their lambs, thinking that they will consume more feed and do better throughout the hot weather of July and August.

THEY SAY-

"I fed Suresheep Nibs this winter before our old ewes lambd —their appetite was heartier and lambing easier. More twin lambs than usual and they were larger with good bone. These lambs are larger now than lambs of same age from ewes that ranged."

Wm. E. Watson,
Spring City, Utah

"Suresheep Nibs sure a wonderful feed—wool growth good, lambs very hardy and thrifty. The milk supply was fine, resulting in no loss whatever in lambs."

E. F. Berg
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"The sheep were in poor condition when we started to feed Suresheep Nibs, but they showed great improvement. Suresheep is certainly a milk producer also."

Ben W. Feige
Occidental, Calif.

"Found Suresheep Nibs an excellent milk producer and on ewes with twins it furnished more milk than if ewes were fed barley."

Frank Wilkinson
Heppner, Oregon

"Having fed Suresheep Nibs last winter, we consider same entirely satisfactory."

Fannie M. Budge
Paris, Idaho

"Tried Suresheep on 68 old 'gummers' (old and in very poor shape) and lost only 4 ewes instead of 34 we expected to lose."

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"We can highly recommend Suresheep Nibs as a balanced supplemental feed for sheep."

E. V. Wing
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"Improvement in ewes and vitality of lambs born in near zero weather—my heartiest endorsement to Suresheep Nibs."

Walter G. Paul
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- 2 BALANCED—A concentrate of oil, meals, grains, mill feeds, Sperry minerals.
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Hundreds of Thousands . . .

of lambs were received at **OGDEN** during July
of dollars were paid out to growers from sales made

Over 300,000 lambs were shipped in to **OGDEN** in July which is more than were received at any other market, a large number of these selling and being distributed to slaughtering points throughout the entire U. S. No other agricultural product receives the benefit of such a nationwide demand located in the center of the producing territory.

Sell your lambs where lower shipping and marketing expenses work hand in hand with a broad demand to obtain the maximum of profit.

OGDEN

Lamb Contract Report

(Week Ended July 31, 1937)

IN California, the buying area for lambs has widened considerably when compared with a month ago, reaching out into eastern Oregon and the Willamette Valley. About the usual summer weather conditions have prevailed. Good to choice shorn ladino clover pastured lambs have been moving from the Oakdale section at \$8.00 to \$8.50, possibly up to \$8.75, where some freight benefit accrues. Weekly topping out is the rule. In the north coast territory, minor truck loads are moving to San Francisco terminal markets. In eastern Oregon, previously contracted lambs are being shipped to midwestern markets, and some Idaho lambs are moving westward to California.

Ranges in the intermountain area continue in good condition. Light showers in some sections have been beneficial. There has been considerable activity in the contracting of lambs for future delivery in Idaho, Montana and Wyoming. In eastern Idaho, several thousand lambs have been contracted for September and October delivery at \$8.00 to \$8.50 per hundredweight. In southwestern Montana, a few thousand lambs were contracted the past week for \$8.00 to \$8.50 per hundredweight, f.o.b. loading point.

In Wyoming, reports indicate upwards to 50,000 lambs were contracted in the Rock Springs section for October delivery at \$8.75 per hundred. In some instances, the contracts called for the wether end only. In the Kemmerer-Cokeville area, several strings of lambs were contracted at \$8.50 per hundred, straight across.

With very good range conditions reported from most Wyoming areas, lambs shipped this fall promise to be in a uniformly thrifty condition and average weights a few pounds over normal. Due to green feed still prevalent on lower ranges, trade interests are of the opinion that lambs summered there will be about as heavy as mountain-summered offerings.

Wide buying inquiry for feeder lambs featured the past week in the state, and forward contracting for fall delivery was active at new high price levels for the season. Trade reports indicated upwards of 100,000 head contracted during the period. Deals for several thousand head were closed late in the week at \$9 per hundred f.o.b. loading point for early October delivery in central and southern districts. Some were to be delivered at local feeding areas and others for northern Colorado and western Nebraska points. A few thousand were secured at \$8.85 per hundred, while the bulk during the period moved at \$8.75 per hundred. Trade reports indicate the sale of about 40,000 at the latter price in one southern Wyoming district. Some sales earlier in the week were also reported at around \$8.50 or slightly better. The big bulk of contracts provide for the delivery of wether lambs, only a small percentage of ewe lambs being included. Some bands will carry 25 to 50 per cent blackfaced lambs, and if conditions continue favorable, some bands will be expected to carry a considerable proportion in slaughter flesh at delivery time. Contracts usually provide for 45-pound minimum weights.

Trading in ewe lambs has not been in large volume to date. One deal for several hundred head whitefaced offerings at \$9.50 per hundred, with a 25 per cent sort, was reported. Yearling ewes are reported held around \$8.00 to \$9.00 per head. A few loads of aged ewes are said to have been contracted at around \$3.25 per head for late September and early October delivery.

Bureau of Agricultural Economics

Eastern Shropshire Sale

AT the Renk-McKerrow sale at Pewaukee, Wisconsin, on August 7, one hundred Shropshires made an average of \$51. The top price was \$175 paid for a ram and \$110 was the high figure paid for a stud ewe.

The sale presented the season's offerings from the flocks of Wm. F. Renk & Sons of Sun Prairie, Wisconsin, and McKerrow Farms at Pewaukee.

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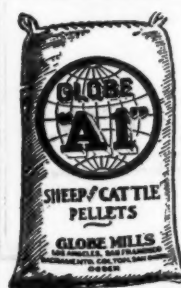
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National Wool Growers Assn.

509 McCormick Bldg. Salt Lake City, Utah

Around the Range Country

(Continued from page 16)

Ashwood (Jefferson County)

This is the best season that we have had in several years. Feed is very good (July 29).

Fat lambs have been taken at \$8.50, but I do not know of any deals on the feeder end. Likewise no transactions have been made on ewe lambs or yearlings that I know of.

This year's operating expenses will be higher.

Roy E. Darby

Echo (Umatilla County)

Since the heavy June rains, the range is good and feed, from present appearances (August 1), will hold out a little longer than has been usual during recent years.

The results of lambing this year were about 5 per cent better than in 1936. Deals in fat lambs have been consummated at 8¼ cents per pound and feeders have been contracted at 8 cents. Nine cents is being asked for straight ewe lambs, but few if any are moving above 8½ cents. Crossbreds seem to be in greater demand than fine-wools. A few yearling ewes have sold at \$8 a head.

From 28 to 32 cents is the range in recent transactions on wools estimated to shrink from 65 to 69 per cent.

A grazing district was just formed here this year and so far the work of the advisory board is satisfactory.

We need to get more coyotes; they are increasingly troublesome here and I am in favor of a bounty of some kind.

B. D.

Heppner (Morrow County)

Recent transactions in this year's crop of lambs have been on the following basis: Fat lambs, 8 to 8¼ cents; feeders, 7½ to 8 cents; straight ewe lambs, 9 to 9¾ cents; mixed bunches of fine-wooled lambs 8¼ cents; crossbreds, mixed, 8½ cents.

Yearling ewes are moving at \$8.50 and \$9.00.

Up to 31 cents has recently been paid for wool here, but I am not familiar with its grade and shrinkage.

Weather and feed conditions are favorable, better than average, (July 26).

M. A. Cohn

Portland (Multnomah County)

At this time (July 24) conditions are better than in 1936 and above the average for the past six years.

The lambs shipped so far have netted about \$7.50. No contracts have been made on lambs of any kind recently on account of the drop in prices. Nothing is being done on ewe lambs, but earlier straight lots were contracted at \$9 to \$9.40 and some yearling ewes were sold out of the shearing pens at \$7 to \$8, for fine-wools, and \$7.50 to \$8 for the crossbreds. No sale for aged ewes at all.

Fine wools shrinking from 65 to 69 per cent have been sold at 28½ to 30 cents and crossbreds of three-eighths-blood grade with a shrink of about 56 per cent, at 32 cents.

I believe the operation of the Taylor Grazing Act will prove generally beneficial, considering the long pull.

F. A. Clarke

CALIFORNIA

July was exceptionally warm over nearly all counties. Occasional local thunder showers in the mountainous sections maintained range forage in thriving condition, but there was little rain in the agricultural areas. Pasture at the lower levels averages only fair, a little being good where irrigation water has been available. However, livestock have continued in satisfactory condition. Many non-irrigated pastures in the farming sections are about used up.

NEVADA

Temperatures generally over the state were above normal much of the

(Continued on page 46)

"A Picture Tells More Than 10,000 Words"

(CHINESE PROVERB)

The pictures below tell the story of the efficiency of **THE HUMANE FUR GETTER**, invented by Fred Marlman, of Las Animas, Colo. The names of the men shown below will be given on request and the truthfulness of the statements in this advertisement verified to your entire satisfaction.

Attention Mr. Sheepman!

**THE HUMANE FUR GETTER IS
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This little machine will save thousands of dollars yearly for the sheep industry if it is properly used; have a supply of them in your wagon at ALL seasons of the year and set them about your lambing grounds—the coyotes won't get thru the deadline!

The Humane Fur Getter is the greatest little Fur Getter known. A tried and proven device, far superior to steel traps. No ring-offs, traps or chains to break.



Fred Marlman, of Las Animas, Colorado, and a one-day catch made with sets of The Humane Fur Getter.



The first day's catch made by these two men (not trappers) on line of 50 sets of The Humane Fur Getter.

An extra bait and chemical shell holder with each Fur Getter so that baits may all be prepared before going on trapline, thereby saving much time.

Does not injure pelts in any way. Full instructions on how to bait and set with each Fur Getter.

Price, \$1.50 each, per doz.; \$1.25 each for 25;
\$1.00 each in lots of 50 or more; Chemical
Shells, 5 cents each; \$2.50 for box of 50.

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LAS ANIMAS, COLORADO



Two months' catch, December, 1936, and January, 1937, with the Humane Fur Getter.

Kills the animal in about ten seconds in a humane manner by ejecting a chemical into the animal's mouth when it attempts to get the bait. Could be pulled off with bare hands without any danger.

No different sizes, kills weasel or wolf. Weighs only one ounce. A trapper can carry several hundred easily.

May be set in mud, dry land, snow, tree, or on a fence post. All that shows is the bait. Fools the wisest coyote. Takes the stink out of skunk and civet cat trapping. A good coyote set made in about two minutes.

Works in any kind of weather. Nothing to freeze or get out of order. Keeps on bringing in the fur while other traps are out of order. No bother from rabbits.

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RODEO . . . CIRCUS ACTS

SPLendid ENTERTAINMENT

Every Day and Night

STATE FAIR GROUNDS, SALT LAKE CITY

Around the Range Country

(Continued from page 44)

time. There were light, general showers at frequent intervals, though none of them were heavy, and only a few were above moderate proportions; consequently spots of range forage have needed moisture, though most of the pastures and ranges are in good shape, affording plenty of feed. Hay-making made good progress, with very little spoilage from rain. Cattle and sheep are in good condition, most of them using the higher ranges.

Elko

(Elko County)

Weather and range conditions are favorable at this time (July 22). Both range and meadow lands are greatly improved over former years.

The figure named in recent contracts for feeder lambs is $8\frac{3}{4}$ cents, but we haven't heard of any transactions in ewe lambs or yearlings. Our lamb crop was about 3 per cent short of that of 1936.

Operating expenses are up from 10 to 15 per cent.

Progress is being made in the administration of the grazing districts under the Taylor Act, but some complaints are still heard.

Smith Creek Livestock Co.

UTAH

Unusually warm weather prevailed, more especially during the latter half of the month, and light to moderate showers occurred in every week, the general precipitation being somewhat above normal—it was well above normal, in some sections. Growing forage crops, and especially plants on the open range, are in excellent condition; but a considerable amount of alfalfa and other hay was spoiled by rain in the fields. Only a few spots on the lower range have needed more rain. Cattle and sheep are in thriving condition.

Meadow

(Millard County)

We are having very hot weather (July 23) and the feed is in need of moisture.

No deals in lambs of any description have been reported recently. Some yearling ewes have changed hands at \$6 a head, and some wool has been sold at 30 to 32 cents a pound. We recorded a larger saving of lambs this year than in 1936, about 20 per cent more.

There have been no reductions in sheep numbers in forest permits that I know of; also very little complaint is heard here of the work of the advisory boards of the grazing districts.

Grant H. Beckstrand

Monticello

Conditions here are good on August 3 and average up better than in the last few years at this same time.

Between 8 and 8½ cents is the range of prices in recent contracts on feeder lambs. Up to the present, however, there has been no activity in either ewe lambs or yearlings.

While there is quite a bit of dissatisfaction expressed over the regulation of the public domain, I think in time all the difficulties will be ironed out.

Karl S. Barton

COLORADO

Most of the state had temperatures well above normal through the month, though much of southwestern Colorado reports a week or so of comparatively cool temperatures. Light, local showers occurred in various sections of the state at timely intervals, though more rain is needed generally, at the lower elevations. A few localities report light hay losses, due to showers, since haying has been almost continuous in some parts of the state. Cattle and sheep are in fair to good condition, as a general rule.

Mancos

(Montezuma County)

We have had more rain here than for several years. A good deal of hay was spoiled on account of it, but all the reservoirs and lakes are full and there is ample water for irrigation and feed on the range is very good.

PINETREL 1065 DEHYDRATED PINE TAR OIL

BLOW-FLY REPELLENT; ANIMAL WOUND DRESSING
Dehorning, Docking, Castrating, Wire Cuts, Wool Maggots, Grub in Head, Ear Salve, Snotty Nose, Soothing, Acid Free, Non-poisonous.
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How to Prevent Disease Loss!

SAFEGUARD against disease loss by vaccinating your entire flock with **FRANKLIN OVINE MIXED BACTERIN**.

A large share of sickness among sheep is a complication of infections associated with hemorrhagic septicemia.

Vaccination for immunity is becoming quite general as owners learn the benefits of such protection.

Unexcelled for treatment of sick and exposed sheep.

Full details in special new sheep booklet.

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A 20-ounce package will make 5 gallons of drench solution. This is good for 320 doses for mature sheep or goats, or 640 doses for lambs or kids. Price \$4.50. 10-oz. package, 160 mature animals or 320 young, \$2.40.

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FRANKLIN Brand-em-ol is a chemical branding liquid that makes a clear, lasting brand without heat. Very inexpensive and easy to apply. Half pint 75c, pint \$1.25, quart \$2.25.

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DOES MORE - COSTS LESS

NATIONAL RAM SALE

August 24-25

UNION STOCK YARDS

Salt Lake City

In some of the larger bands of sheep lambing results were not as good as in 1936, but the crop in some of the smaller bunches was better. Sheepmen have been refusing offers of \$8.15 recently made for feeder lambs. No other lambs or ewes are moving.

Most of the wool grown here has been consigned to the National Wool Marketing Corporation.

I do not know how the Taylor Grazing Act is working as I own my own grazing lands. There have been some reductions in sheep allotments on the national forest for range improvement.

Oen D. Nolan

Meeker
(Rio Blanco County)

We have had a lot of rain and the ranges are in fine condition, much better than for several previous years.

So far as I know, there have been no recent sales of wool or of sheep in this vicinity; neither have there been any future contracts made on fat or feeder lambs.

It is costing us considerable more to

run our sheep bands this year than in 1936.

H. P. Ottosen

NEW MEXICO

Temperatures have been well above normal, practically all of the month. Occasional showers occurred, chiefly in the higher elevations, while most of the lower areas are in a state of drought. Livestock in the mountain sections have continued to take on weight, as forage and water have been plentiful. Forage is excellent at the higher elevations, but is fair or even poor over some of the lower areas.

Armistad
(Union County)

It has been very dry here and feed is only fair at this time (July 26). Conditions are just about as they have been in the last two or three years.

Our lamb crop was slightly larger than that of 1936 and a few contracts have been made for feeder lambs at \$7.75. Twenty-five cents was the price paid in the latest wool sale here,

but I do not know what the grade and shrinkage of the wool was.

G. L. Cleveland

Turn
(Valencia County)

While conditions can be rated as only fair to good at this time (July 24), on the whole I think they are better in most places than they have been in former recent years.

It is estimated that the number of lambs saved this year is about 15 per cent greater than it was a year ago. Fat lambs have not moved yet, but feeders have been contracted at 7 to 8 cents. From \$7 to \$9 has been paid for yearling ewes.

Some fine medium wool has recently been sold at around 26 cents.

Up to the present time the work of the advisory boards of the grazing districts has been very satisfactory.

J. W. Conant

ARIZONA

The last week or ten days were unusually warm, and the first week was
(Continued on page 50)

FEED BONE MEAL

to your

Cattle and Sheep

Also Insist on

Golden Brand

IMPROVED MEAT SCRAPS

In your poultry and turkey mashes

FOR SALE BY LEADING DEALERS

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CROWN SHEEP CUBES

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LAMB PELLETS

PREVENT WASTE

INCREASE LAMB AND WOOL CROP

Write for Prices and Samples

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Portland, Oregon



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Says an old proverb: "The hand that rocks the cradle is the hand that rules the world." Which, in a modern sense, is but another way of saying: "Woman, who bears the family purse, buys what she wills at the price she can afford to pay, and thus charts the course of industry and trade."

When certain meat cuts move beyond her reach, she pays less and buys other meats. Or turns her back on meats, and buys other foods in their place. Because fresh meats are highly perishable, and must be sold at once, it is Mrs.

Consumer, through the retailer, who decides what meat prices shall be . . . what retailers shall pay for meats . . . and what, in turn, Swift & Company can pay producers for livestock.

Swift & Company serves also producers by putting high quality into its many products, marketing them as economically as possible, and building consumer demand by use of nationwide advertising. Producers, in 1936, received approximately 76 cents of the average wholesale foods and by-products dollar paid to the company by retailers.

Swift & Company

*In daily touch with every meat, dairy and poultry consuming city,
town, and hamlet in the United States*

Around the Range Country

(Continued from page 48)

hot, while the middle of the month was comparatively cool. Light to moderate thunder showers occurred generally over the more elevated parts of the state, maintaining an abundance of range forage. Cattle and sheep are mostly in satisfactory or even excellent condition.

Peach Springs (Mohave County)

We have had a rather long dry spell the past three months, or up until July 4, but since then we have had a number of good rains that have started the grass and filled a good many tanks and reservoirs in this vicinity. The feed is coming fine and the outlook for the rest of the summer and fall is very encouraging.

Not many sheep or ewe lambs are changing hands here and feeder lamb buyers are not so numerous at present, but expect they will be in the field later on. A few fat lambs have been taken by California buyers at 9½ cents

and around \$9 has been paid for yearling ewes.

Most of the Arizona wool was sold or consigned earlier in the season. I think that our books will show that it has cost about a third more to produce the lamb and wool crops this year.

There is a division of opinion about the administration of the Taylor grazing districts; some seem to be satisfied and others are not. J. A. Hoctor

WESTERN TEXAS

Temperatures have been somewhat or considerably above normal through most of the month, promoting profuse forage growth, where soil moisture has been sufficient. Fortunately heavy rains occurred in parts of this area, leaving conditions fairly satisfactory, on the whole. Cattle are in good shape, so far as definitely reported.

Brady (McCulloch County)

Two good rains within recent weeks have made conditions here very good. Feed is better than it has been at this time during the last five years.

Some yearling ewes are changing hands at \$5.50 to \$6.50. From 31 to 35 cents is the price range on fine wools, shrinking from 58 to 64 per cent, in recent transactions.

Production costs will be less this year, we believe.

Mayhew & Jordan Co. Blackwell

We have had an unusually good spring and summer so far (August 1), but are needing more rain at present. We haven't had to pump water as yet, however, and the grass has been good up to date.

A good many mutton lambs have been contracted at 7½ cents and some lots of ewe lambs have been tied up at 8 cents. Yearling ewes are bringing around \$6.50 per head.

Recent transactions in wool have been on the basis of 33 to 37 cents a pound. Clips going at these figures are estimated to have a shrink of 58 to 61 per cent.

Production costs are going to be less this year than in 1936.

J. P. Maddox

Kansas City—

THE SECOND LARGEST SLAUGHTER POINT IN THE UNITED STATES AND THE CENTRAL WESTERN MARKET WITH LARGEST AND QUICKEST DISTRIBUTING POWER.

"The change of ownership privilege" has brought new and broader demand, from all sections and from some sections not served by other markets.

Since offerings at Kansas City get the full benefit of nation-wide demand built around best distributing facilities, it is to the advantage of every western producer to market in Kansas City.

**Sell Your Sheep and Lambs at the Center of Demand
Not on the Edge of It**

The Nation Buys Livestock at Kansas City

Livestock Commission Firm Suspended

THE Bowles Live Stock Commission Company of Chicago was ordered suspended from registration as a market agency for six months by the Secretary of Agriculture on July 14. This action was taken under the Packers and Stockyards Act on the grounds that the firm was insolvent "in that it was unable to pay its debts as they became due in the usual course of business."

Under the order, the commission firm may apply at any time during the six months for revocation of the order upon satisfactory proof that it is then solvent.

The Lamb Crop Report

(Continued from page 14)

IDAHO: The lamb crop is a little smaller than in 1936. Early lambs developed rapidly after a slow start and market shipments to date have been comparatively heavy. Winter and spring losses were not much above average. Summer ranges are generally satisfactory and prospective production of hay, grains, and other feeds is about average.

WASHINGTON: The 1937 lambing percentage was below average and the total lamb crop is about the same as last year, with a small decrease in the early lambs. Lambs are developing well. Losses were quite heavy during the past winter. Ranges are good following late June rains; the production of feeds should be about normal.

OREGON: The 1937 lamb crop is about 8 per cent less than that of 1936, with lambing percentage much below normal. It is the smallest lamb crop for the state since 1927. The early lamb crop in western districts was greatly reduced by adverse winter conditions. Late lambs are making very good progress, with improved summer ranges. Winter and spring losses were above normal, especially in western districts. Production of hay and feed grains will exceed corresponding production for 1936.

CALIFORNIA: The lamb crop is the smallest of any since 1933, even with increased ewe numbers. The percentage lambing was the lowest since records began in 1924. The

crop was reduced principally in the northern half of the state as a result of adverse winter weather and feed conditions. The early lamb crop was reduced more than was the late crop. Losses were excessive in all but the southern half of the state. Summer and fall range prospects are relatively poor in portions of the north half of the state. Production of feed crops will be slightly below average.

SOUTH DAKOTA: The lamb crop is 30 per cent smaller than in 1936, due to drought, severe winter, and a reduction in ewe numbers. The crop is the smallest since

1924. Winter losses were heavy, with above average spring losses. Range and feed prospects are only fair in western range areas.

TEXAS: The largest lamb crop on record, being about 8 per cent larger than the previous record crop of 1936. Winter ewe losses were light, with some loss of early lambs. Lambs have made good gains. The spring movement of sheep was the largest on record with a much heavier movement of early lambs than last year. Ranges have been good. Rainfall since July 1 has helped some areas that were getting dry.

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60 MILES OF REFRIGERATOR CARS

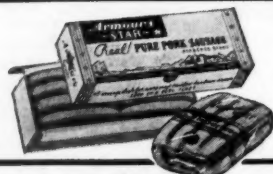
The Distribution System

● Armour and Company maintains 7,000 refrigerator and tank cars, and 3,000 trucks. These thousands of units have a vitally important function, because they constitute part of Armour's distribution system. These 60 miles of refrigerator cars carry fresh meat and other Armour products from the packing houses to branch houses and customers in the most distant parts of the United States. They preserve quality and freshness to the utmost extent. They are the main arteries of Armour's system of supply.

In localities which cannot be efficiently serviced from the branch houses, Armour's car-route system of refrigerator cars and trucks provides retailers with Armour products direct.

This fast, efficient distribution system is of great value to the producer. It helps to maintain a national market for the livestock products of your farm. And it helps to resell your goods in the finest possible condition to America's housewives.

A. C. C. C.
President



Star Pure Pork Sausage . . . one of the high quality forms in which Armour sells livestock to the consumer.

ARMOUR AND COMPANY

